

# Delaware Office of Minority & Women Business Enterprise *Strategies for Success!*

L. Jay Burks  
Executive Director

# Outline

- [Certification eligibility and process](#)
  - Certifying Delaware organizations & respective contacts
- [Certification benefits](#)
  - Goal programs, committed organizations, increased visibility
- [State supplier diversity initiatives](#)
  - State Certified M/WBE spend
  - OMB Supplier Diversity Pilot Project
  - Construction contractors small job registry
- [Purchasing/procurement code](#)
  - Delaware set-asides
- [Where are the opportunities & where to register?](#)
- [Strategies for success](#)
  - Review Budget
  - What is my NAICS code
  - Government Support Services (Central Contracting)
  - Contractors contractors' registry & prequalification
- [Examples of purchased products and services](#)
  - GSS, DHSS, DelDOT, Kids, K-12, University of Delaware DNREC, DSHS, DEDO
- [Small business resources](#)
  - Business assistance, funding & financing sources, grant information
  - Recommend professional organizations and associations

# Your One Stop for Information

## HOME

Director's Letter  
About Agency  
FAQs  
Employment  
Helpful Links  
Contact Information

## SERVICES

Current Events  
Certification  
Recertification  
Contractor  
Registration  
Application  
MBE/WBE Directory  
OMB Supplier  
Diversity Pilot  
Project  
Supplier Diversity  
Form

## INFORMATION

Publications  
Agency Websites  
OMB/DFM Bid  
Announcements  
Pilot Project  
Instructions  
Pilot Project  
Flowchart

## Office of Minority and Women Business Enterprise (OMWBE)

"Our mission is to increase the opportunity for minority and women owned firms to sell their products and services to the State of Delaware."



### Recommended Viewing:

[Click here to find Minority and Women Business Enterprises](#)

[OMB Supplier Diversity Pilot Project](#)

[Strategies for Success Presentation](#)

[Agency Spend Report for Certified Minority and/or Women Business Enterprises](#)

### What would you like to do?

[Become certified as a Minority and/or Women Business Enterprise?](#)

Research procurement opportunities with the State of Delaware?

- Where can I find current bid solicitations?

[Government Support Services](#)

[Division of Facilities Management](#)

- [Other State opportunities](#)

- [DeIACCESS Consortium Lead Core Member Collaboration Portal](#)

- [Where can I find the current contracted services with the State?](#)

- [Where can I find information on grants?](#)

- Where can I find contact information for an agency?

[Selling to the State Guide](#) and [Purchased products and services](#)

[State Agency Contacts](#)

[School District Contacts](#)

[School District Facility Contacts](#)

[Fire Company Contacts](#)

[Search for Minority and/or Women Business Enterprises](#)

[Communicate business opportunities to Minority and Women Businesses?](#)

[Small business funding and resource guide](#)

[Send feedback to OMWBE](#)

# Certification Eligibility

- Eligibility
  - 51 percent owned & managed women and/or minority
  - No business size limitation
  - Must be for profit
- Application
  - No charge & application is posted on web site
  - Tax information optional
  - Specialized application (certified by other organizations)
  - Four to six weeks

# Other DE Certifications

- Delaware Department of Transportation [www.deldot.gov](http://www.deldot.gov) GOALS
  - Richard Rexrode, Disadvantage Business Enterprise Program Manager (302)760-2029 [richard.rexrode@state.de.us](mailto:richard.rexrode@state.de.us)
  - Automatic **reciprocity** with State
- City of Wilmington - Loraine Watson (302)576-2126 GOALS
  - [lwatson@wilmingtonDE.gov](mailto:lwatson@wilmingtonDE.gov)
  - <http://www.ci.wilmington.de.us/mbeo.htm>
  - Streamlined application with State
- Minority Supplier Development Council of PA-NJ-DE
  - Darlene Jenkins (215)569-1005 [djenkins@msdc-panjde.org](mailto:djenkins@msdc-panjde.org)
  - [www.msdc-panjde.org](http://www.msdc-panjde.org)
  - Streamlined application with State
- Women's Business Enterprise National Enterprise Council
  - [www.wbenc.org](http://www.wbenc.org) (215)790-9232 Geri Swift
  - Streamlined application with State

# Federal Certifications

- Central Contractor Registration Database (CCR) [www.ccr.gov](http://www.ccr.gov)
- Online Representations and Certifications Application (ORCA) <https://orca.bpn.gov/>
- 8(a)
  - Gedell Hawkins (302)573-6294 ext 226  
[gedell.hawkins@sba.gov](mailto:gedell.hawkins@sba.gov)
- Veteran & Service Disabled Veteran
  - Nate Robinson (302)573-6294 ext 227  
[nate.robinson@sba.gov](mailto:nate.robinson@sba.gov)

# Benefits of Certification

- Increases exposure
  - Business will be listed in only interactive online MWBE directory in Delaware
- Demonstrates agencies' & businesses' commitment to supplier diversity
  - OMB Supplier Diversity Pilot Project
- Impacts M/W/DBE goal calculations
  - FHWA,FAA,FTA, EPA, DRBA
- Enhances competitive advantage
  - Communication, identification & information

# Benefits of Certification

- Prime contractor requests
  - Nason Construction, EDIS & TetraTech
- Corporate & organization requests
  - Wal-Mart, Boeing, Office Depot, City of Dover, Delaware State University, WSFS
- Identify growth and development opportunities
- “If you don’t certify, I cannot identify”



# OMWBE Directory

If you are unable to find a Vendor to meet your needs, please let us know. [Click this link and fill out the form](#), It only takes a few seconds.

Search by Certification Number

Search by NAICS Code

Use \* as Wildcards. For example, typing 23\* will retrieve all construction related firms with 23 in the beginning of the NAICS code.

For more information on the North American Industry Classification System (NAICS) please visit [NAICS Homepage](#)

Search by NAICS Description

Search by NAICS Description (Partial Entry)

For example typing in **prog** will retrieve all results with prog in the keyword which would include programming, program, programs etc.

Search by Company Name

Please note by using "%" as a wild card your search will be more accurate. For example the search %entr% will produce all companies with "entr" anywhere in the company name.

Search by firm's products and services keyword

Please separate words by comma(s)

**Disclaimer:** Please note the Firm's products and services keyword search is currently under development and some firms may not have the information populated. Please also check the NAICS search.

# Directory Keyword Search

## **Jackson Contracting, Inc.**

[jacksoncontract@aol.com](mailto:jacksoncontract@aol.com)

ATTN: Gary Jackson  
7242 Pearsons Corner Rd.  
Dover, DE 19904  
302-674-1599 Telephone  
302-736-5012 Fax  
CONTRACTING/HIGHWAY CONTRACTOR; Water, Sewer, and Pipeline  
Construction, GRADING, LOT WORK, SMALL DEMOLITION, Facilities Management  
Contractor registered  
NAICS Code: [Water and Sewer Line and Related Structures Construction](#)  
NAICS Code: [Highway, Street, and Bridge Construction](#)  
NAICS Code: [Site Preparation Contractors](#)

## **Traps Plumbing, Heating, Air Cond and Sheetmetal**

[trapsplumbing1851@hotmail.com](mailto:trapsplumbing1851@hotmail.com)

ATTN: Chairat Trapkasem  
1851 S. DuPont Highway  
Dover, DE 19901  
302-677-1775 Telephone  
302-677-1778 Fax  
Also inspect homes on the real estate market. Sheetmetal work. Facilities Management  
Contractor registered  
NAICS Code: [Plumbing, Heating, and Air-Conditioning Contractors](#)

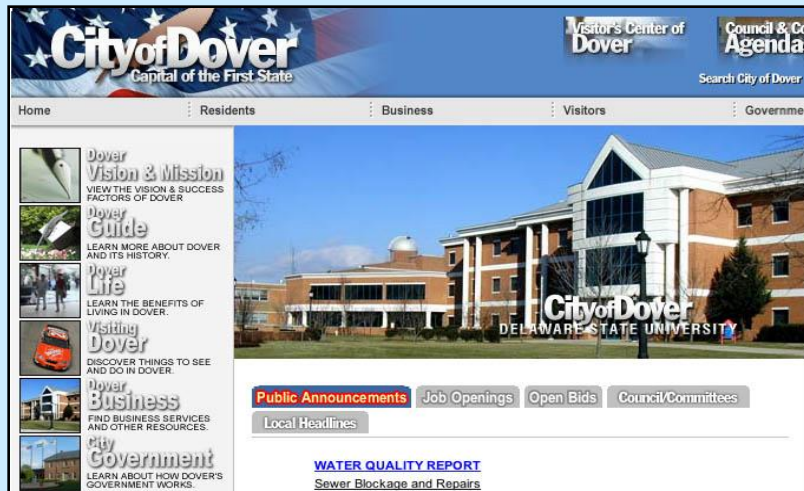
## **Budget Rooter Inc**

[budgetroot@aol.com](mailto:budgetroot@aol.com)  
[www.budgetrooter.biz](http://www.budgetrooter.biz)

ATTN: Suzanne Palady  
PO Box 1708  
Bear, DE 19701  
302-421-9000 Telephone  
302-322-3022 Fax  
Plumbing services residential and commercial installation of all plumbing fixtures,  
water heaters, video pipe inspections, repairs and replacements to water and sewer  
lines with trench less technology. Drain cleaning and high velocity jetting for  
commercial and residential. Facilities Management Contractor registered

# Benefits of Certification

[www.cityofdover.com](http://www.cityofdover.com)



**Minority vendor preference shall be three percent (3%)** of the value of the award. The vendor must identify qualification and claim to the preference on the submitted documents. The vendor must provide authoritative proof of qualification for this preference such as identification in the certification directory maintained by the State of Delaware, Office of Minority and Women Business Enterprises.

City Departments » Central Services » Bid Procurement Bid Tabulations Facilities Management Items for Sale

## Bid Procurement

Available below are the various bids currently being procured by the Central Services department. The main link with the Quote Description leads to the RFQ document and under the Files column you can see any available supporting documents or images.

Date	Quote Description	Files	Status
06/13/2007	<a href="#">Citizen Request Management System RFP 07-0067IT</a>	<a href="#">1</a> <a href="#">2</a> <a href="#">3</a>	Open
06/13/2007	<a href="#">Addendum #1 to Citizen Request Management System RFP 07-0067IT</a>	<a href="#">1</a>	Open
06/14/2007	<a href="#">Miscellaneous Concrete Contract Bid number 07-0069DPS</a>	<a href="#">1</a> <a href="#">2</a>	Open
06/19/2007	<a href="#">Safety Retrieval Equipment Re-bid, Bid number 07-0071DPU</a>	<a href="#">1</a>	Open
06/20/2007	<a href="#">Uniform Cleaning Contract Re-bid, RFP number 07-0072PD</a>	<a href="#">1</a>	Open

2/20/2009

DEOMWBE@STATE.DE.US  
<http://omwbe.delaware.gov>

# Benefits of Certification

<http://www.nccde.org/purchrfp/home/webpage1.asp>

**County Home**







Vendor Registration Application  
Form  
(Revised 03/07/07)

Commodity Listing By  
Commodity Name  
(Revised 07/26/04)

Taxpayer ID Form  
(Revised 03/09/06)

**NOTE TO VENDORS:**

All three (3) of the above forms  
**MUST** be completed, or application  
will be rejected and returned to  
you!

Any questions, call our Purchasing  
Division Office at:  
**(302) 395-5250**

**Bids and RFP's Updated as of:  
December 2, 2008**

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**Current Bid Solicitation Notices**

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 **Bid #08-8007R** Glasgow Skate Park   
(closes Tuesday 01/13/09)

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 **Bid #09-9005** Rockwood Woods Storm Water Management

New Castle County  
Purchasing Division  
87 Reads Way  
New Castle, DE 19720

**(302) 395-5250**



**Contractor Responsibility  
Certification**  
(Revised 05/16/2008)

**New Castle County**

2/20/2009

DEOMWBE@STATE.DE.US  
<http://omwbe.delaware.gov>



# Delaware State University

[www.desu.edu](http://www.desu.edu)

The screenshot shows the Delaware State University website. The top navigation bar includes links for Admissions, Financial Aid, Academics, Athletics, Student Life, Research, About DSU, Library, Jobs@DSU, and Administration. The Administration menu is expanded, showing links such as Administration Home, Mission/Vision Statement, Alumni Affairs Office, Board of Trustees, Campus Directory, Contribute to DSU, Forms Library, Human Resources, Provost/Academic Affairs, Public Relations, Public Safety, Purchasing, Schedule a Campus Visit, and Technology. A black arrow points to the Purchasing link. Below the navigation bar, there is a section for Future Students with links for Undergraduate, Graduate, Transfer, International, and Non-traditional students. There is also a section for Events, including Spring '09 New Student Orientation and DSU Band Performing at Presidential Inaugural Parade. The main content area features a large image of graduates and a section for Vendors, which lists various forms available for download, including Purchase Order Modification Form, DSU Speaker-Consultant Contract, Vendor Profile Instructions, Vendor Profile, and W-9 Form. The Vendors section also includes a link for Bid Opportunities and a link for Hazardous Waste Disposal.

- Committed to supplier diversity
- Vendor registration

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DEOMWBE@STATE.DE.US  
<http://omwbe.delaware.gov>

# Delaware River Bay Authority



[www.drba.net](http://www.drba.net)

- Michael Schirmer DBE Program Manager  
(302)571-6353 [michael.schirmer@drba.net](mailto:michael.schirmer@drba.net)
- Receive FAA & FHWA Funds DBE Goals
- M/WBE goals for construction projects greater than \$250,000

Insight Center Community for Economic Development - One stop  
resource for all state supplier diversity initiatives

Fig. 1

States that <b>enhanced</b> their inclusive business practices								Missouri
						Tennessee	Virginia	
						Minnesota	Maryland	
					Ohio	Pennsylvania	Illinois	
					Delaware	Massachusetts	South Carolina	
		North Carolina	Delaware		Maryland	Arizona	Colorado	
Massachusetts		Ohio	Maryland	Florida	Indiana	Washington	Florida	
<b>1996</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	
Louisiana	Ohio	New Hampshire	Florida	Oklahoma	New Jersey	Illinois	Washington	
Colorado	Minnesota					Missouri	Nevada	
California	Washington						Oregon	
							Alaska	

States that **reduced** their inclusive business practices

States listed **above** the date indicate actions that enhanced inclusive business programs.  
States listed **below** the date indicate actions that diminished inclusive business programs by the state

# Certified M/WBE Spend

Name	2008	08 # of Firms	% Chg vs LY	2007	07# of Firms	% Chg vs LY	2006	06 # of Firms
Legislative	\$1,150.00	1	1000%	\$0.00	0	NA	\$5,036.43	2
Judiciary	\$341,362.92	17	-2.03%	\$348,442.75	12	-1.80%	\$354,834.43	14
Executive	\$2,552,490.58	37	-45.37%	\$4,672,264.73	37	95.54%	\$2,389,440.61	46
Technology	\$23,909.00	1	-84.07%	\$150,058.00	1	209.64%	\$48,462.85	3
Other Elective	\$76,767.98	4	-55.48%	\$172,428.64	3	99.23%	\$86,547.66	7
Legal	\$214,347.40	10	98.85%	\$107,791.71	6	74.44%	\$61,793.74	5
State	\$935,590.19	18	32.03%	\$708,604.89	14	81.83%	\$389,696.77	13
Finance	\$3,084,497.35	8	15.32%	\$2,674,712.50	8	221.89%	\$830,940.18	7
DHSS	\$2,808,905.89	32	-20.77%	\$3,545,280.81	49	34.53%	\$2,635,345.19	41
DSCYTF	\$232,748.80	17	-16.75%	\$279,581.13	16	11.96%	\$249,717.75	18
Correction	\$372,067.03	2	152.71%	\$147,230.00	3	-3.45%	\$152,496.63	7
DNREC	\$4,862,189.17	21	-40.84%	\$8,219,047.33	28	58.91%	\$5,172,008.69	40
DSHS	\$234,698.95	10	-5.39%	\$248,057.23	10	-0.38%	\$248,992.40	12
DelDOT	\$6,276,713.19	26	61.46%	\$3,887,539.16	27	-29.23%	\$5,492,863.12	34
Labor	\$510,804.89	19	2.66%	\$497,589.11	19	-31.10%	\$722,217.42	25
Agriculture	\$11,358.17	3	-67.55%	\$35,005.28	5	4.24%	\$33,582.51	5
Elections	\$76,598.68	5	8.51%	\$70,588.27	4	252.91%	\$20,002.04	4
Fire	\$56,811.03	2	362.42%	\$12,285.46	3	-62.13%	\$32,437.46	3
Natl Guard	\$185,599.55	4	-49.72%	\$369,160.20	7	29.83%	\$284,343.77	5
Exc. Citizens	\$0.00	0	0.00%	\$0.00	0	-100.00%	\$510.00	1
Higher Ed	\$1,213,796.83	25	-22.75%	\$1,571,207.53	26	6.36%	\$1,477,239.64	21
Education	\$14,081,076.85	76	2.63%	\$13,720,713.89	83	-16.33%	\$16,399,096.72	82
<b>Total</b>	<b>\$38,153,484.45</b>		<b>-7.93%</b>	<b>\$41,437,588.62</b>		<b>11.73%</b>	<b>\$37,087,606.01</b>	

2/20/2009

DEOMWBE@STATE.DE.US  
<http://omwbe.delaware.gov>



## MANAGE Your Supply Chain and Increase Supplier Diversity

### **Motivate - provide with a motive**

Recognizing employees' supplier diversity initiatives  
 Providing resources to achieve supplier diversity  
 Developing strategies and methods to incentivize initiatives for supplier diversity

Selecting supplier diversity champion(s)

Promoting contacting OMWBE

### **Advocate - one that defends or maintains a cause or proposal: one that supports or promotes the interests of another**

Including MWBE statement in proposals  
 Including MWBE/supplier diversity statement on web site or link to OMWBE

Distributing of RFIs, ITQs or ITBs to MWBEs via OMWBE  
 Promoting certification status if applicable on listing (Rehab loan fund, Contractor prequal, Licensing-Home care/Day Care)

Encouraging partnering/teaming with MWBEs, multi-sourcing contracts

Encouraging 2nd tier reporting in RFP and Bid Advertisements

### **Navigate - to steer a course through a medium**

Providing educational & outreach workshops including procurement best practices and requirements  
 Providing OMWBE with upcoming contract expiration dates and number of renewals  
 Forecasting opportunities and potential for supplier diversity  
 Attending OMWBE Supplier Diversity Workshops

Identifying purchasing managers and employees with purchasing power

### **Allocate - to apportion for a specific purpose or to particular persons or things: to set apart or earmark**

Identifying agency supplier diversity targets  
 Projecting opportunities to increase supplier diversity

Including supplier diversity evaluation metric in proposals  
 Soliciting one response from MWBE for public works and other projects less than \$50,000  
 Identifying funding or resources dedicated to increasing supplier diversity efforts

### **Generate - : to bring into existence: as , to be the cause of , to define or originate**

Advertising under threshold opportunities to OMWBE & MWBEs  
 Reporting all under threshold vendors and services provided to OMWBE (dates included)  
 Unbundling (identifying opportunities for smaller projects to extract from larger projects)

Developing strategic growth supplier diversity relationships

Providing OMWBE with bid/rfp tabulations

### **Evaluate - to determine the significance, worth, or condition of usually by careful appraisal and study**

All assessments will be based (quarterly or bi annually)

# of MWBE utilized on contracts/agreements/bids

# of MWBEs submitted proposals bids

# of MWBEs utilized not on mandatory GSS contracts

# of MWBEs solicited for under threshold bid opportunities

Total dollar amount to MWBEs

**OMB Supplier Diversity Pilot Project**

2/20/2009

DEOMWBE@STATE.DE.US

<http://omwbe.delaware.gov>

# OMB Supplier Diversity Pilot Project

The goal is to increase opportunities for non advertised state purchasing opportunities for minority and women owned businesses

Employee Contact Information		
Project/Request Name:	<input type="text"/>	Reference Number: 1000000011
Employee Name:	<input type="text"/>	Employee Email: <input type="text"/>
Department: <input type="text"/>	Division: <input type="text"/>	Section: <input type="text"/>
<b>1. Vendor Information</b>		
Vendor Certification Number: DE03090365		
Vendor Name: A & C Environmental Services		Vendor Email: aandcenvir.services@verizon.net
Vendor Phone: 215-291-4979		Vendor Fax: 215-291-4979
Vendor Website: <input type="text"/>		
<b>Method of contact</b>	Phone: <input type="text" value="No"/>	Email: <input type="text" value="No"/>
		Fax: <input type="text" value="No"/>
Vendor Response: <input type="text" value="No"/>	Submitted proposal/bid/quote: <input type="text" value="No"/>	
Awarded Contract: <input type="text" value="No"/>		
Description of Service: <input type="text"/>		
Able to find product or service: <input type="text" value="No"/>		
Employee Feedback: <input type="text"/>		
<input type="button" value="Submit Form"/>		

2/20/2009

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<http://omwbe.delaware.gov>

# Facilities Management – Contractor Registration Application

- Projects less than \$50k
  - not advertised
- Carpentry, Concrete Controls, Electric Power, Flooring, Masonry, Mechanical, Painting, Plumbing, Site work, Testing & Balancing, General Contracting, Roofing
- Years of experience as a contractor
- List of past projects
- Bonding not required but beneficial
- Posted on OMWBE web site

## SERVICES

Current Events  
Certification  
Recertification  
Contractor  
Registration  
Application  
MBE/WBE Directory  
OMB Supplier  
Diversity Pilot  
Project  
Supplier Diversity  
Form

# Delaware Purchasing Code

<http://delcode.delaware.gov/title29/c069/index.shtml>

	<b>Under Threshold</b>		<b>Formal Bid Process</b>
Material & Non Professional Services	Less Than \$10,000	\$10,000-\$24, 999	\$25,000 & Over
	Open Market Purchase	3 Written Quotes	
Public Works	Less Than \$25,000	\$25,000-\$49,999	\$50,000 & Over
	Open Market Purchase	Three Letter Bids	Formal Bid
Professional Services	Less than \$50,000	\$50,000 & over	
	Open Market Purchase	Formal Bid Process	

# Set Asides

Disabled and Partially Disabled Persons  
Delaware Code, Chapter 96 – State Use Law

<http://www.delcode.state.de.us/title16/c096/index.htm>

Contract Number	Commodity Description	Vendor
<a href="#">06-112-AC</a> (Partial Set Aside)	Temporary Employment Services	Goodwill Industries of Delaware Wilmington, DE
<a href="#">05-403-SM</a>	Rubber Stamps	AA Delaware Industries for the Blind New Castle, DE
<a href="#">05-404-SM</a>	Engraving and Promotional Items	Delaware Industries for the Blind / DIB Engraving New Castle, DE
<a href="#">07-412-SM</a>	Remanufactured Toner Cartridges	Kent-Sussex Industries, Inc. Milford, DE
<a href="#">06-551-RH</a>	Janitorial Services - Facilities Management	Delarf <ul style="list-style-type: none"> <li>- Goodwill Industries</li> <li>- OCI</li> <li>- Easter Seals</li> <li>- Chimes</li> </ul>
<a href="#">07-559-SM</a>	Document and Mail Preparation Services	Kent-Sussex Industries, Inc. Milford, DE
<a href="#">Click Here</a>	Electronic Goods Recycling	Delarf <ul style="list-style-type: none"> <li>- OCI</li> </ul>

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# Where are the Opportunities?

<a href="http://www.delawareonline.com">www.delawareonline.com</a> → classified section <a href="http://www.delawarereview.com">www.delawarereview.com</a>	Government Support Services <a href="http://gss.omb.delaware.gov/">http://gss.omb.delaware.gov/</a> - Vendor Registration
New Castle County Vendor Registration Form <a href="http://www.nccde.org/purchrfp/home/webpage1.asp">http://www.nccde.org/purchrfp/home/webpage1.asp</a>	Division of Health and Social Services (post bids) <a href="http://www.dhss.delaware.gov/dhss/rfp/dhssrfp.htm">http://www.dhss.delaware.gov/dhss/rfp/dhssrfp.htm</a>
Department of Education <a href="http://www.eschoolmall.com">www.eschoolmall.com</a>	Department of Education <a href="http://www.dataservice.org">http://www.dataservice.org</a>
Division of Facilities Management – Post Bids <a href="http://dfm.delaware.gov/">http://dfm.delaware.gov/</a> (Contractor Registration)	Office of Management & Budget – Review the Budget <a href="http://www.omb.delaware.gov/">http://www.omb.delaware.gov/</a>
Department of Technology and Information <a href="http://dti.delaware.gov/">http://dti.delaware.gov/</a> - Vendor Registration	DelDOT (post bids) <a href="http://www.deldot.gov">www.deldot.gov</a> (Vendor Registration)
City of Wilmington Vendor Registration <a href="http://www.ci.wilmington.de.us/mbeo">http://www.ci.wilmington.de.us/mbeo</a>	Department of Corrections (post bids) <a href="http://www.state.de.us/correct/">http://www.state.de.us/correct/</a> - (Vendor Registration)
Department of Education (post bids) <a href="http://www.doe.k12.de.us/rfp/rlisting/">http://www.doe.k12.de.us/rfp/rlisting/</a>	Dept of Natural Resources & Environmental Control <a href="http://www.dnrec.delaware.gov">http://www.dnrec.delaware.gov</a> (Vendor Registration)
City of Newark (post bids) <a href="http://www.cityofnewarkde.us/">http://www.cityofnewarkde.us/</a>	DSCYTF (post bids) <a href="http://www.state.de.us/kids/mss/rfps.shtml">http://www.state.de.us/kids/mss/rfps.shtml</a>
Delaware River and Bay Authority <a href="http://www.drba.net">www.drba.net</a> - Vendor Registration	City of Dover (post bids) <a href="http://www.cityofdover.com/">http://www.cityofdover.com/</a>
Delaware Housing Authority (post bids) <a href="http://www.destatehousing.com/">http://www.destatehousing.com/</a>	Kent County (post bids) <a href="http://www.co.kent.de.us/">http://www.co.kent.de.us/</a>
Auditor of Accounts (post bids) <a href="http://www.state.de.us/auditor/default.shtml">http://www.state.de.us/auditor/default.shtml</a>	Department of Safety and Homeland Security & Office of Highway Safety (post bids) <a href="http://www.state.de.us/highway/information/rfp.shtml">http://www.state.de.us/highway/information/rfp.shtml</a>

# Where are the Opportunities?

<b>Delaware State University</b> <a href="http://www.desu.edu/purchasing/">http://www.desu.edu/purchasing/</a>	<b>University of Delaware</b> <a href="http://www.udel.edu/procurement/">http://www.udel.edu/procurement/</a>
<b>Delaware State Housing Authority</b> <a href="http://www.destatehousing.com/information/bizops.shtml">http://www.destatehousing.com/information/bizops.shtml</a>	<b>Health Care Commission</b> <a href="http://dhcc.delaware.gov/rfps.shtml">http://dhcc.delaware.gov/rfps.shtml</a>
<b>Criminal Justice Council</b> <a href="http://cjc.delaware.gov/RFP.shtml">http://cjc.delaware.gov/RFP.shtml</a>	<b>Delaware Solid Waste Authority</b> <a href="http://www.dswa.com/vendorsRFBs.asp">http://www.dswa.com/vendorsRFBs.asp</a>
<b>Developmental Disabilities Council</b> <a href="http://www.ddc.delaware.gov/">http://www.ddc.delaware.gov/</a>	<b>GSA Federal Procurement Data Center</b> <a href="https://www.FPDS.gov">https://www.FPDS.gov</a>
<b>Department of Education (post bids)</b> <a href="http://www.doe.k12.de.us/rfpplisting/">http://www.doe.k12.de.us/rfpplisting/</a>	<b>Federal Business Opportunities</b> <a href="http://www.fbo.com">www.fbo.com</a>
<b>Delaware Economic Development Office</b> <a href="http://dedo.delaware.gov/index.shtml">http://dedo.delaware.gov/index.shtml</a>	<b>Dover Air Force Base</b> <a href="http://www.selltoairforce.org/Opportunities">http://www.selltoairforce.org/Opportunities</a>
<b>Federal Business Opportunities</b> <a href="http://www.fbo.com">www.fbo.com</a>	<b>Dover Air Force Base</b> <a href="http://public.dover.amc.af.mil/library/contracting.asp">http://public.dover.amc.af.mil/library/contracting.asp</a>
<b>GSA Federal Procurement Data Center</b> <a href="https://www.FPDS.gov">https://www.FPDS.gov</a>	<b>DelACCESS</b> <a href="http://www.delaccess.org">www.delaccess.org</a>
<b>Out of State Opportunities</b>	
<b>Maryland</b> <a href="http://www.dgs.maryland.gov/">http://www.dgs.maryland.gov/</a>	<b>Pennsylvania</b> <a href="http://www.dgs.state.pa.us/">www.dgs.state.pa.us/</a>
<b>New Jersey</b> <a href="http://www.nj.gov/oag/procurement/">http://www.nj.gov/oag/procurement/</a>	<b>New York</b> <a href="http://www.ogs.state.ny.us/purchase/">http://www.ogs.state.ny.us/purchase/</a>

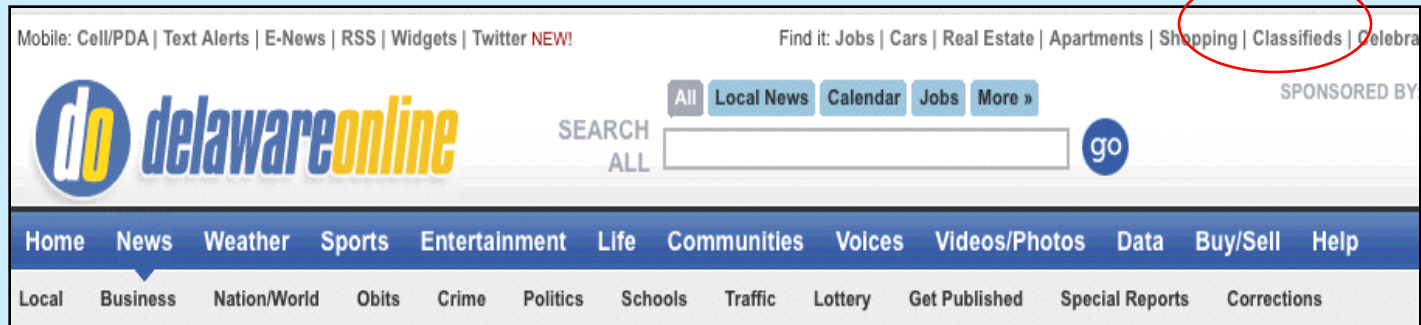
2/20/2009

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<http://omwbe.delaware.gov>

# Where are the Opportunities?

[www.delawareonline.com](http://www.delawareonline.com)

1.





# Where are the Opportunities?

[Home](#)

[Manual Search](#)

[Smart Search](#)

[MDDC Home](#)

---

**MDDC Press Association**

2191 Defense Highway, Suite 300  
Crofton, MD 21114  
PHONE: 410-721-4000  
FAX: 410-721-4557  
[small up](#)

***Your online source  
for public notices in Delaware***

---

This web site is a compilation of public notices published anywhere in Delaware. These notices have been uploaded immediately upon publication in participating Delaware newspapers.

Here, in one place, you now have access 24 hours a day, 7 days a week, to statewide notices about hearings, advertisements for bids, financial reports, adoption of ordinances, and other government activities legally requiring public notice. Find local sheriff sales, foreclosures, RFP, bid requests for school districts, town board meetings, variances applied for and variances granted, plus many other types of public legal notices.

**Please Note:** We are in the process of receiving uploaded public notices from newspapers in Delaware. Not all newspapers are currently posting them. Each day we receive new additions. If the information you looking for is not listed, keep visiting us. Our goal is to have every public noticed published in Delaware on this site in the near future.

**~~You may find the~~ notices specific to your interests by:**

- **Manual search.** An immediate search by newspaper or county, date range, and/or specific word or phrase.
- **Smart Search.** Subscribe to this service to have the notices you want sent to your email address automatically as soon as they are published.

---

**This database is not a substitute for the official publication that is required by law. You will still find those notices in your local newspaper.**

A public service by the members of  
[MDDC Press Association](#)  
Copyright © 1999 - 2000 [Arizona Newspapers Association](#)  
If you have any questions please send an email to the [administrator](#).  
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<http://publicnoticeads.com/de/>

# Where are the Opportunities?

**Home**  
**Manual Search**  
**Smart Search**  
**MDDC Home**

**MDDC Press Association**  
 2191 Defense Highway, Suite 300  
 Crofton, MD 21114  
 PHONE: 410-721-4000  
 FAX: 410-721-4557  
[info@mddcpress.org](mailto:info@mddcpress.org)

**Your online source for public notices in Delaware**

**Search Public Notices in MDDC Press Association - DE**

**County/Publication**

**County/Parish:** All Counties/Parishes  
 (Hold Ctl Key to select multiple.)  
 Kent County  
 New Castle County  
 Sussex County

**Publication:** All Newspapers  
 All Newspapers  
 Beachcomber (Ocean City)  
 Cape Gazette (Lewes)  
 Daily Times (Salisbury)  
 Delaware Coast Press (Rehoboth Beach)  
 Delaware State News (Dover)  
 Delaware Wave (Bethany Beach)  
 Dover Post  
 Leader/State Register (Seaford)  
 MDDC-DEL  
 Middletown Transcript  
 Milford Chronicle  
 Newark Post  
 News Journal  
 Seaford Star  
 Smyrna/Clayton Sun Times  
 Sussex Countian (Georgetown)  
 Sussex Post (Seaford)  
 The Journal (Harrington)  
 MDDC PRESS ASSOCIATION

**Search Notices**

With **all** these words:

With this **exact** phrase:

With **at least one** of these words:

Exclude notices with these **words**:

**Date Range:**

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[Next Records >>](#)  
[Modify Current Search](#) [New Search](#) [Search Archives](#) [Home](#)

	Date	Public Notice Preview	Publication
New	2008/12/03	<a href="#">PUBLIC NOTICE. The Delaware Agricultural Lands Preservation Foundation. The Foundation will meet on</a>	News Journal
New	2008/12/03	<a href="#">Springer Middle School Bid Offering - Window Treatment, Bid# 1-09-06. Brandywine School District wil</a>	News Journal
New	2008/12/03	<a href="#">Springer Middle School Bid Offering - Furniture, Bid# 1-09-05. Brandywine School District will recei</a>	News Journal
New	2008/12/03	<a href="#">Bid #09C-134R - Bituminous Concrete will be received until 2:00 p.m. Wednesday, December 17, 2008 in</a>	News Journal
New	2008/12/03	<a href="#">Soil &amp; Water Conservation. North/South Atlantic Swordfish Proposed Rule - publish a proposed rule in</a>	News Journal
New	2008/12/03	<a href="#">Subaqueous Lands.</a>	News Journal
New	2008/12/03	<a href="#">Permits Pending. The Department of Natural Resources and Environmental Control, Division of Air &amp; Wa</a>	News Journal

<http://publicnoticeads.com/de/>

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<http://omwbe.delaware.gov>

# Where are the Opportunities?

1.



3.

Our [Top Ads](#) featured to the right offer exciting classified opportunities. You can browse through hundreds of ads by clicking on a category from those listed below or narrow your selection further with our key word search engine.

**FREE classifieds** for any personal item priced at \$5,000 OR LESS. Rates for other categories available on request. Some restrictions may apply. [To submit your ad online, click here](#) For more information call toll free 1-800-282-8586 (Monday-Friday, 8am - 5 pm EST.)

*Independent Newspapers will never knowingly accept any advertisement that is illegal or considered fraudulent. In all cases of questionable value, such as promises of guaranteed income from work-at-home programs or other offers to send money in advance for a product or service, we advise you to check with the Attorney General's Consumer Fraud Line at 1-800-220-5424, and/or The Better Business Bureau, 800-464-6331 for previous complaints.*

**SEARCH:**

Keywords:

Category: 

- Legals (94)
- Search all categories
- Agriculture (34)
- Announcements (54)
- Automotive (141)
- Legals (94)
- Manufactured Homes (23)
- Merchandise (638)
- Real Estate (4)
- Recreational (66)
- Rentals (83)
- Services (5)

[your search agents](#)

2.



4.

**INVITATION TO BID** General Contractor seeking Certified MBE/WBE quotes for the following project:  
**Renovation and Addition to the Milford Public Library Milford, Delaware Contract No. 2006237 Bid is due on or before December 18, 2008** The Work consists of all phases of Site Work. Plans and Specifications are available for review: Melvin L. Joseph Construction Co. 25136 DuPont Blvd. Georgetown, DE 19947 Phone: 302-856-7396 Fax: 302-856-1725 An Equal Opportunity Employer 303824 DSN 12/11/08

Dec 11, 2008

Reference for all Delaware Chambers of Commerce

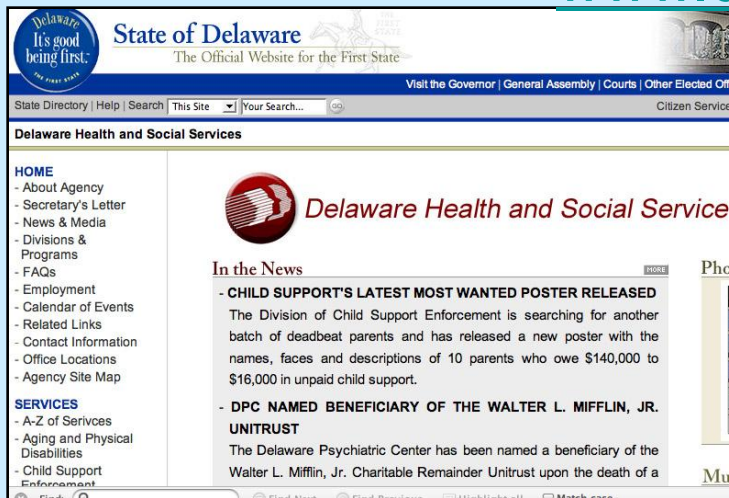


# Where are the Opportunities?

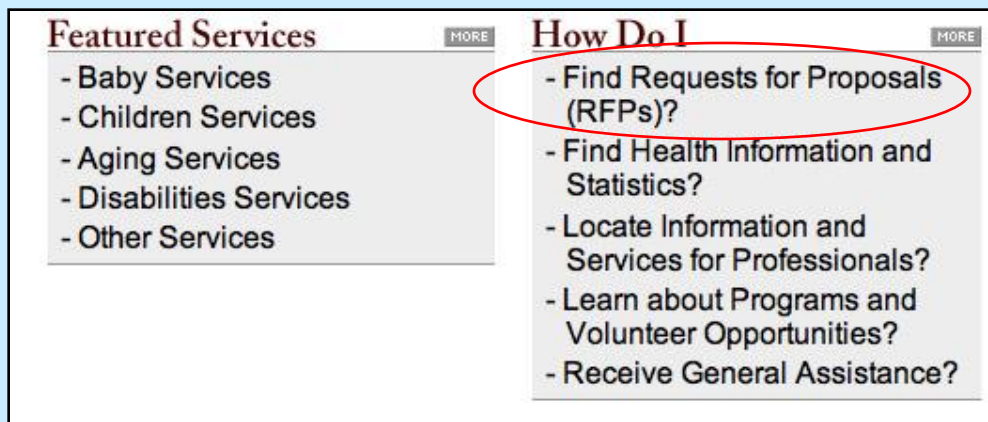
[www.dhss.delaware.gov](http://www.dhss.delaware.gov)

## Health & Social Services

- Must check web site periodically
- Do not advertise in paper



Scroll down



# Where are the Opportunities?

*\*\*\* Please check this website periodically for new funding opportunities. DHSS will no longer advertise Requests for Proposals (RFPs) and Invitations to Bid in the newspapers. This site will be the only published, written source for RFPs and Invitations to Bid. Please check this website periodically for addendums addressing questions and answers originating from a bid solicitation or a pre-bid meeting. \*\*\**

## General Rules and Conditions, General Requirements

(Applicable to Commodity Bids)

- [DHSS 2008 Meat Bid Agencies](#) - (text version)
- [DHSS General Rules and Conditions](#) - (text version)
- [DHSS General Requirements](#) - (text version)
- [DHSS General Requirements \(Food only\)](#) - (text version)

## Forms

(Download and submit with your proposal as instructed)

- [Vendor Certification Sheet \(Commodities Only\) \\*](#) - (text version) \*
- [RFP Certification Sheet \\*](#) - (text version) \*
- [Bidders Signature Form \\*](#) - (text version) \*
- [RFP Compliance Form \\*](#) - (text version) \*
- [Office of Minority and Women Business Enterprise Forms](#) - (text version)

This does not indicate  
state certification

\* Must be included in your proposal.

- 
- [Recent Request for Proposals & Invitations To Bid](#)
  - [Closed Request for Proposals & Invitations To Bid](#)

# Where are the Opportunities?

<http://www.dataservice.org>

Owned & operated by Red Clay & Colonial School Districts

**DSC Data Service Center**

Operated by Colonial & Red Clay Consolidated School Districts

**Navigation Menu:**

- HOME
- ABOUT DSC
- SERVICES
- CLIENT LIST
- CENTRAL BIDDING**
- COURSES / TRAINING
- SUPPORT / HELPDESK
- SCHOOL FEEDER SEARCH
- WEB APPLICATIONS
- DSC Web Applications System Login

**Welcome to the Data Service Center**

The [Data Service Center \(DSC\)](#) provides [school districts](#), large and small, with information processing, [application development](#), [training](#), and [support services](#). For more than 25 years, DSC has worked closely with our clients to develop applications specifically addressing their data collection, processing, and reporting needs. Taking advantage of the power of the Internet, DSC created a suite of easy-to-use, reliable, and affordable web-based applications that meet the ever-growing demands of schools and districts. The most significant benefits of using DSC are attributable to the personalized services and support we provide to our clients. DSC offers high quality training and timely support to all schools and districts utilizing our services and products.

**NEWS**

**Take Control of Your Absence Request Process**

Is your current absence request system cumbersome and prone to inaccuracies? Are you still using paper forms for your staff to request vacation, personal, professional development, or travel time? Are you spending more time than you need to filling out absence request forms, submitting requests, or waiting for an approval? If you answered yes to any of these questions, then you will benefit from the Data Service Center's newest application – the Absence Request System. [Read More...](#)

**IMPORTANT DATES**

- 1/11/2008 - End of Second Marking Period (Colonial)
- 1/17/2008 - End of Second Marking Period (Red Clay)

**Data Service Center**  
 168 S. DuPont Highway  
 New Castle, DE 19720

- Appoquinimink School District
- Caesar Rodney School District
- Cape Henlopen School District
- Capital School District
- Charter School of Wilmington
- Delaware Charter Schools Network
- Delaware Department of Education
- Indian River School District
- Lake Forest School District
- Milford School District
- New Castle County Vocational School District
- Polytech School District
- Seaford School District
- Smyrna School District
- Sussex Technical School District
- Thomas Edison Charter School

# Where are the Opportunities?

[www.eschoolmall.com](http://www.eschoolmall.com)

**eschoolmall**  
 Online Procurement for Education

User Login  
 Vendor Login

**The Fastest, Most Cost-Effective Procurement Connection for Educators and Vendors.**

eSchoolMall is the leading Internet-based procurement solution provider in the K-12 education marketplace. Our bidding, quoting and purchasing solutions, professional services and focused partner offerings enable schools, buying cooperatives and educational service agencies to dramatically reduce time and cost in their purchasing and sourcing processes.

**School Districts**

**Buying Cooperatives**

**Educational Services Agencies**

**Vendors**

**e-Procurement Saves Time and Money - Click Here for a Demo**

**eSchoolMall Partners with Local Government Corporation**

**Learn about our Featured Vendor Program**

Complete list of products posted on OMWBE web site - FAQ

**eschoolmall**  
 Online Procurement for Education

User Login  
 Vendor Login

**Vendors**

**Vendor Services**

eSchoolMall offers a valuable partnership to vendors who want increased business at a low cost. Explore the options below for vendors who want to maintain existing relationships with established customers and gain exposure to new customers.

**Register as a Vendor to Join the eSchoolMall Vendor Directory**

Over 8,000 vendors in multiple categories who have registered as an eSchoolMall member and joined the Vendor Directory. Your entry in the directory allows eSchoolMall members to find your business when they are publishing bids, quotes, RFP's and other sourcing events.

Registration takes only a few minutes. Registered vendors receive immediate notification of sourcing opportunities where they have been invited to participate and log-in to the vendor system to see more detail.

There is a \$95 annual fee to respond to most sourcing events from customers. Here's how it works. There is no fee to register in our vendor directory. Registration will authorize you to view bids, quotes and projects in our vendor system. You can respond to a limited number of sourcing events from customers who have elected to publish "no fee" bids. For the vast majority of sourcing events published by our customers, an annual \$95 fee is required to respond.

Click the link below to register now and get your company's name in front of these buyers.

[Register For Bids](#)

**Featured Vendor Program**

The eSchoolMall Featured Vendor Program lets you make your catalog content available to the thousands of buying locations that use our easyPurchase application.

2/20/2009

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<http://omwbe.delaware.gov>



# Where are the Opportunities?

[www.eschoolmall.com](http://www.eschoolmall.com)

**Services**

- Register to Receive Bids
- Featured Vendor Program

**Customer Care**

- FAQ
- Help
- Customer Support

**Recent Sourcing Opportunities**

Sourcing Opportunity	Award Amount	# of Line Items
Food Service Supplies Bid	\$2,400,000	690
Copy Paper Bid	\$1,800,000	50
Office Supplies Bid	\$1,005,000	310
Office and Classroom Furniture Bid	\$849,000	115
Custodial Supplies Bid	\$756,000	315
Maintenance/Hardware Bid		
Cafeteria Paper and Small Ware Bid		
Cafeteria Equipment Bid		
Audio Visual Equipment and Supplies Bid		
Technology Education Bid		
Science Supplies Bid		
Arts & Crafts Supplies Bid		

**Vendor Response**

View **Create** Submit Reports Awards Profile Help Logout

Select	Response ID	Type	Purchasing Entity	Bid / Request ID	Description	Lot Status	Response Due By	Time Remaining	Owner	Response Status
<input type="radio"/>	102684	Bid	Data Service Center	78	Health Supplies (BID #5-09-15) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h		New
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
<input type="radio"/>	102698	Bid	Data Service Center	84	Phys-Ed-Supplies (BID #5-09-21) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h		New
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
<input type="radio"/>	102701	Bid	Data Service Center	85	Athletics-Supplies (BID #5-09-22) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h		New
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
<input type="radio"/>	102702	Bid	Data Service Center	86	General-Science (BID #5-09-23) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h		New
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
<input type="radio"/>	102705	Bid	Data Service Center	87	Special-Science-Supplies (BID #5-09-24) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h	Burks, L Jay	In Progress
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
<input type="radio"/>	102717	Bid	Data Service Center	88	Custodial-Supplies (BID #5-09-25) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h		New
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
<input type="radio"/>	102718	Bid	Data Service Center	90	Classroom-Arts-Art-Supplies (BID #5-09-26) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h		New
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
<input type="radio"/>	102723	Bid	Data Service Center	92	Classroom-Arts-Teaching-Supplies (BID #5-09-28) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h	Burks, L Jay	In Progress

2/20/2009

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<http://omwbe.delaware.gov>



# Strategies for Success

- Get debriefed
- Contact State Purchasing officers contact information is listed on OMWBE web site
  - The Dept of Education's web site has entire directory of all k-12 contact information
- Ask the right questions
  - Is the product or service on mandatory state use contract?
  - When does it expire? When will it be advertised?
  - Who is the current vendor? Ask to see the current contract.
  - Is it under threshold? Is there a list I should be on?
- Attend pre-bid meetings (mandatory and non mandatory)
- Network - Chambers of Commerce, Professional Associations, Business Development Centers
- Speak up and discuss best practices <http://www.insightccd.org/>

# Strategies for Success

Research the Budget

[www.omb.delaware.gov](http://www.omb.delaware.gov)

Home

- Director's Letter
- News & Media
- About the Agency
- Sections
- OMB Employment
- Contact Information

Services MORE

- Auctions
- Bid Solicitations
- Contractor Annual
- Prequalification
- Delaware Helpline
- Selling to the State
- State Planning
- Surplus Services
- Vendor Application

Information MORE

- Bid Results
- Budget Meetings
- Closings and Delays
- **Employee Resources**
- **FY 2008 Budget**
- Job Seeker Resources

**Office of Management and Budget**  
*Working together to create excellence in state government.*

**Announcements**

[Adverse Weather Announcements](#)

**December 4, 2007**  
[State Employee Benefits Committee Selects Vendor for Consulting Services. Aon Consulting selected through Request for Proposal process](#)

**October 4, 2007**  
[Governor Minner Kicks Off Governor's Mentoring Initiative Campaign at Central Middle School](#)

**October 2, 2007**  
[More than 400 State Employees Participate in the Wilmington Riverfront Governor's Cup Run/Walk](#)

**September 19, 2007**  
[Information Session Scheduled for State Employees Interested in Becoming Mentors for Delaware Youths](#)

**September 10, 2007**  
[New Toll Free Number for State Employees Regarding Workplace Issues](#)

**Office of Management and Budget : Budget Development, Planning and Administration**

**HOME**  
 Employment  
 Contact Information  
 Office Location  
 BDPA 2006 Strategic Plan

**SERVICES**  
 Budget Development  
**FY2008 Budget**  
**FY2009 Budget**  
 Strategic Planning  
 State Planning  
 Clearinghouse/Grants

**INFORMATION**  
 Advanced Planning  
 Fund  
 Budget Archive  
 Budget & Accounting Manual  
 FY08 Treasury State Agreement  
 BDIS  
 Calendars  
 Community Redevelopment Fund  
 Mass Memos  
 Related Links

**Budget Development**

**Fiscal Year 2008**  
**Operating and Capital Budget Information**

[Statewide Performance Measures](#)  
[Governor's State of the State Speech](#)  
[FY 2008 Governor's Financial Overview - Press Package](#)  
[FY 2008 Governor's Recommended Policy and Financial Overview](#)  
[FY 2008 Final Financial Overview](#)  
[FY 2008 Governor's Financial Overview](#)  
[FY 2008 Governor's Policy Overview](#)  
[FY 2008 Governor's Financial Summary, Charts, and Schedules](#)  
[FY 2008 Governor's Budget Highlights \(Including Capital\)](#)

**Operating Budget**

[FY 2008 FINAL OPERATING BUDGET ACT \(HB 250\)](#)  
[FY 2008 Operating Budget Highlights](#)  
[FY 2008 Governor's Recommended Operating Budget Bill \(HB 25\)](#)  
[FY 2008 Governor's Recommended Operating Budget Volume I](#)  
[FY 2008 Governor's Recommended Operating Budget Volume II](#)

**Capital Budget**

[FY 2008 FINAL BOND AND CAPITAL IMPROVEMENTS ACT \(SB 155\)](#)  
[FY 2008 Governor's Recommended Bond and Capital Improvements Budget Bill \(SB 15\)](#)  
[FY 2008 Governor's Recommended Capital Budget Volume](#)

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<http://omwbe.delaware.gov>

# What is a NAICS Code?


North American Industry Classification System (NAICS)

Main | FAQs | History | Development Partners | Federal Register Notices | Product Classification

**NAICS SEARCH**  
Enter keyword or 2-6 digit code  
  
2007 NAICS Search

Enter keyword or 2-6 digit code  
  
2002 NAICS Search

**DOWNLOADS / REFERENCE FILES / TOOLS**  
[For 2007 NAICS](#)  
[For 2002 NAICS](#)  
[Concordances](#)  
[NAICS Update Process Fact Sheet](#)  
[PDF 37K]



**INTRODUCTION**  

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

NAICS was developed under the auspices of the Office of Management and Budget (OMB), and adopted in 1997 to replace the [Standard Industrial Classification \(SIC\) system](#). It was developed jointly by the [U.S. Economic Classification Policy Committee \(ECPC\)](#), [Statistics Canada](#), and Mexico's [Instituto Nacional de Estadística, Geografía e Informática](#), to allow for a high level of comparability in business statistics among the North American countries.

This official U.S. Government Web site provides the well as access to various NAICS reference files and

The official 2007 U.S. NAICS Manual, includes detailed tables showing changes between 2002 and 2007. NAICS Manual is available in print and on CD-ROM (NTIS) at (800) 553-6847 or (703) 605-6000, or NAICS Manual are available.

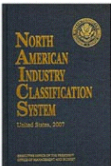
Additional information on the background and development of this Web site.

Main | FAQs | History | Development Partners | Federal Register Notices | Product Classification

**NAICS SEARCH**  
Enter keyword or 2-6 digit code  
  
2007 NAICS Search

Enter keyword or 2-6 digit code  
  
2002 NAICS Search

**DOWNLOADS / REFERENCE FILES / TOOLS**  
[For 2007 NAICS](#)  
[For 2002 NAICS](#)  
[Concordances](#)  
[NAICS Update Process Fact Sheet](#)  
[PDF 37K]



**2007 NAICS DEFINITION**  
  
**541613 Marketing Consulting Services**  

This U.S. industry comprises establishments primarily engaged in providing operating advice and assistance to businesses and other organizations on marketing issues, such as developing marketing objectives and policies, sales forecasting, new product developing and pricing, licensing and franchise planning, and marketing planning and strategy.

Cross-References. Establishments primarily engaged in--

- Developing and implementing public relations plans--are classified in Industry [541820](#), Public Relations Agencies; and
- Developing and conducting marketing research or public opinion polling--are classified in Industry [541910](#), Marketing Research and Public Opinion Polling.

2007 NAICS	2002 NAICS	1997 NAICS	Corresponding Index Entries
541613	541613	541613	Customer service management consulting services
541613	541613	541613	Marketing consulting services
541613	541613	541613	Marketing management consulting services
541613	541613	541613	New product development consulting services
541613	541613	541613	Sales management consulting services

<http://www.census.gov/eos/www/naics/>

# Strategies for Success

**Delaware Office of Management and Budget Collaboration Portal**

**Member Login**

Login Name:

Password:

☐ Remember me 

**Log In**

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[Login trouble?](#)

**About Delaware Office of Management and Budget Collaboration Portal**  
<http://delaccess-de.webexone.com>



**Delaware Office of Management and Budget Collaboration Portal**


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Wednesday, D

**Public RFPs**

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- Home
- Tools 
- Help 
- Databases 
- Public RFPs 



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DelACCESS Consortium Lead Core Member Collaboration Portal

Enter as a guest

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# Strategies for Success

Archived 90 day repository of state rfps/bids

<b>230000 - Construction - 230000 - Construction (Multiple SubCategories) (8 items)</b>						
		Delaware Department of Transportation	21-074-01 BR 1-001 & BR 1-001A, Rising Sun Road	21-074-01 BR 1-001 & BR 1-001A Rising Sun Road over Brandywine Creek	12/23/08	Scott Gottfried <a href="http://www.deldot.gov/public.ejs?command=PublicBid=21-074-01">http://www.deldot.gov/public.ejs?command=PublicBid=21-074-01</a>
		Delaware Department of Transportation	27-071-01.02 OVER C&D CANAL	27-071-01.02 OVER C&D CANAL	12/23/08	Scott Gottfried
		Delaware Department of Transportation	29-061-05.01 PAVEMENT & REHABILITATION	No. 29-061-05.01 PAVEMENT & REHABILITATION NORTH V 2009	01/06/09	Scott S. Gottfried
		Delaware Department of Transportation	Pavement & Rehabilitation North V 2009	29-061-05 Pavement & Rehabilitation North V 2009	01/06/09	Scott Gottfried <a href="http://www.deldot.gov/public.ejs?command=PublicBid=29-061-05">http://www.deldot.gov/public.ejs?command=PublicBid=29-061-05</a>
		Delaware Office of Management and Budget - Division of Facilities Management	Delaware Police Processing Room Renovation	Contract No. FPAH 0196 - Delaware State Police Troop 1 - Processing Room Renovations	12/19/08	<a href="http://dfm.delaware.gov/docs">http://dfm.delaware.gov/docs</a>
		Delaware Office of Management and Budget - Division of Facilities Management	No. FH11 3725 - Stockley Center Medical Building -	Contract No. FH11 3725 - Stockley Center Medical Building - Asbestos Abatement	12/19/08	<a href="http://dfm.delaware.gov/docs">http://dfm.delaware.gov/docs</a>
		Delaware Office of Management	No. FHCQ 0157 - Bissell Hospital - Elevator	Contract No. FHCQ 0157 - Bissell Hospital - Elevator	12/23/08	<a href="http://dfm.delaware.gov/docs">http://dfm.delaware.gov/docs</a>

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# Strategies for Success

<http://gss.omb.delaware.gov>

**HOME**  
[About Agency](#)  
[Director's Letter](#)  
[Newsroom](#)  
[Divisions / Programs](#)  
[Performance Measures](#)  
[FAQs](#)  
[Employment](#)  
[Calendar of Events](#)  
[Related Links](#)  
[Contact Information](#)  
[Office Locations](#)  
[Agency Site Map](#)

**SERVICES**  
[Bid Solicitations](#)  
[Contracting List Serve](#)  
[Customer Service Surveys](#)  
[Courier Service Delay Notice](#)  
[Delaware Helpline](#)  
[Feedback Form](#)



**GOVERNMENT SUPPORT SERVICES**

---

Government Support Services is an extremely diverse agency with responsibilities in the following areas:

[Contracting](#)  
[Copier Management](#)  
[Delaware Helpline](#)

[Fleet Services](#)  
[Food Distribution](#)  
[Messenger Services](#)

[Printing and Publishing](#)  
[Surplus Services](#)

Government Support Services is at your service and welcomes any feedback you may have.

## Government Support Services

### Frequently Requested Services and Information

[Agency Bid Process Forms](#)  
[Agency Mail Self Tutorial](#)  
[Auctions](#)  
[Bid Solicitations](#)  
[Contact Information](#)  
[Contracts - Name](#)  
[Contracts - Number](#)  
[Courier Service Delay Notice](#)  
[FAQ's](#)  
[Forms](#)

[Office Locations and Directions](#)  
[Printing and Publishing](#)  
[Small Purchase Procedures](#)  
[State Location Codes \(SLC\)](#)  
[Surplus Bulletin](#)  
[Surplus Declaration Form](#)  
[Surplus Store Hours](#)  
[Vehicle Reservations](#)  
[Vendor Registration Application](#)

- 120 contracts & expiration dates
- Over 150 current vendors
- Vendor registration form

# Government Support Services (GSS)

<http://gss.omb.delaware.gov>

<b>INFORMATION</b>
<b>Contracting</b>
Agency Bid Process Forms
Contract Process
<b>Flowcharts</b>
Contracts - Alphabetical
Contracts - Numerical
Contracts - By Group
Contracts - By Vendor
Contracts - Set Aside
DPPA
Selling to the State Guide
Small Purchase
<b>Procedures</b>
State Core List Catalog for the Office Supply Contract
<b>Copier Management</b>
Delaware Helpline
Toll-Free Phone Line

## CONTRACTS SORTED ALPHABETICALLY BY NAME

[Advertising](#)  
[ATRV - All Terrain Response Vehicles and Trailers - DEMA](#)  
[Ammunition and Targets](#)  
[Aquatic Herbicides](#)  
[Armed Security Officer Services](#)  
[Armored Car, Cash Processing, Banking and Courier Service](#)  
[Auctioneer's Services](#)  
[Audio, Video, Web Conferencing Services and Equipment](#)  
[Audio Visual Equipment](#)

- Identify current State contracts
- Research competition

Vendor Name	Contract Name	Contract Number
<b>A (top)</b>		
A to Z Marketing, Inc.	Envelopes	<a href="#">025</a>
A1 Sanitation Service, Inc.	Portable Toilets - Rental and Servicing	<a href="#">165</a>
AAMCO Transmission	Vehicle Transmission Repairs	<a href="#">456</a>
Advanced Office Environments, Inc.	Furniture	<a href="#">479</a>
Airpure Filter Sales and Service of Philadelphia	HVAC Filters	<a href="#">017</a>
All American Poly	Trash Can Liners	<a href="#">492A</a>
Allen Petroleum Corporation	Motor Oil, Re-Refined Motor Oil, Lubricants and Anti-Freeze	<a href="#">009</a>
Allied Waste Services	Trash Removal	<a href="#">061</a>

# Government Support Services

<http://gss.omb.delaware.gov>

- Review current contracts
- Prepare for next RFP/ITB

## INFORMATION

### Contracting

Agency Bid Process Forms  
 Contract Process

### Flowcharts

Contracts - Alphabetical  
 Contracts - Numerical  
 Contracts - By Group  
 Contracts - By Vendor  
 Contracts - Set Aside  
 DPPA

Selling to the State Guide  
 Small Purchase

### Procedures

State Core List Catalog for  
 the Office Supply Contract

### Copier Management

Delaware Helpline  
 Toll-Free Phone Line

is the contract through November 30, 2005.

[PDF](#) [Word](#)

Posted: November 1, 2005

- Addendum 4 - extends the contract through November 30, 2006.

[PDF](#) [Word](#)

Posted: November 30, 2005

- Addendum 5 - extends the contract through November 30, 2007.

[PDF](#) [Word](#)

Posted: November 30, 2006

### Vendor Bid Documents [\(top\)](#)

- Request for Proposal - proposals due September 24, 2002 at 1:00 p.m. EDT

[PDF](#) [Word](#)

Posted: August 26, 2002

- Addendum 1 to the RFP - multiple changes to the specifications.

[PDF](#) [Word](#)

Posted: September 16, 2002

## JANITORIAL SERVICES - FACILITIES MANAGEMENT, CONTRACT NO. 02-069-GW

THIS AGENCY CONTRACT IS ACCESSIBLE TO ALL STATE AGENCIES, SCHOOL DISTRICTS, MUNICIPALITIES, VOLUNTEER FIRE COMPANIES, AND POLITICAL

[Agency Award Documents](#) [Vendor Bid Documents](#) [Contract 551 \(Set Aside\)](#)

### Agency Award Documents [\(top\)](#)

- Award Notice - contract effective November 1, 2002 through October 31, 2003.

[PDF](#) [Word](#)

Posted: October 31, 2002

- Addendum 1 - extends the contract through October 31, 2004.

[PDF](#) [Word](#)

Posted: November 6, 2003

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# Government Support Services

<http://gss.omb.delaware.gov>

Can you compete?

- Identify proposal evaluation criteria
- Identify estimate of contract current costs

	CRITERIA	POINTS
1.	The qualifications and experience of the persons to be assigned to the project. (size of work force)	30
2.	The background, experience, resources, reputation, financial resources, years in business and references	40
3.	The ability to perform the work in the time allotted for the project, as demonstrated by the proposed commitment of management, personnel and other resources.	40
4.	The understanding of the scope; details of the offering, how you plan to meet the requirements of this RFP	20
5.	Experience in other projects of this size and space.	30
6.	Equipment	20
7.	Daily hours required per facility	50
8.	The provider's location relative to the location of required services.	20
9.	Project supervisory experience	30
10.	Price	30
	<b>TOTAL SCORE</b>	<b>310</b>

Andrews and Company – New Castle County	
Item	Cost
Window Cleaning – per window price	\$ 8.00
Venetian Blind Cleaning – per blind price	\$ 6.00
Hard Surface Floor Cleaning (stripping, rinsing, finishing) – sq. ft. price	\$ .14
Carper Cleaning (Shampoo, dry foam and extraction methods) – sq. ft. price	\$ .12
Waiting Room Chair Cleaning – per chair price	\$ 8.00
VCT Cleaning/Waxing – sq. ft. price	\$ .12
Spray Buffing (if requested in addition to normal service requirements) – sq. ft. price	\$ .05

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# Potential Upcoming Government Support Services Contracts

<http://gss.omb.delaware.gov/contracting/calpha.shtml>

<b>Expiration Date</b>	<b>Renewals</b>	<b>Contract Category</b>
July 31, 2009	0	Electrical Supply/Lamps & Ballasts
July 31, 2009	1	Ice Cream
July 31, 2009	0	Collision Repair Services
July 31, 2009	1	Paging Service
July 31, 2009	1	Vehicle Transmission Repairs
July 31, 2009	0	Stenographic Reporter Services
July 31, 2009	1	Printing Design & Layout Services
August 31, 2009	0	Paint, Supplies and Ladders
August 31, 2009	1	Cellular Equipment and Services
August 31, 2009	1	Telecommunication Cabling
September 30, 2009	0	Professional Moving Services
September 30, 2009	1	Snow and Ice Removal
November 30, 2009	1	HVAC Filters
December 31, 2009	0	Remanufactured Toner Cartridges
December 31, 2009	1	Trash Removal - DNREC
January 1, 2010	1	Furniture
February 28, 2010	1	Lawn Cutting
June 30, 2010	1	Fax Machines
May 1, 2010	1	Cyber Security and Disaster Recovery Staffing Services
		<b>Last Updated: December 30, 2008 For complete more detailed list visit GSS web site</b>

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## Potential Upcoming Government Support Services Contracts

<http://gss.omb.delaware.gov/contracting/calpha.shtml>

<b>Expiration Date</b>	<b>Renewals</b>	<b>Contract Category</b>
July 31, 2008	0	Statewide Emergency Notification System - DEMA
October 31, 2008	1	Bulk Salt Management
November 30, 2009	1	Trucks & Vans
November 30, 2009	1	Towing Services - Sussex County
November 30, 2008	1	Kitchen Chemicals
December 31, 2009	0	Trash Removal
November 30, 2009	3	Towing Services
December 31, 2008	0	Equine Drug Testing Services
January 15, 2009	1	Packaged Foods
February 14, 2009	0	Document & Mail Prep Services
February 15, 2009	0	Advertising
April 30, 2010	1	Hazardous Substance Release Sites
May 14, 2009	0	Fasteners
May 31, 2009	1	Highway Safety Flares
June 30, 2009	0	Fleet Maintenance and Repair
June 30, 2009	0	Milk and Milk Products
June 30, 2009	1	Temporary Employment Services
June 30, 2009	0	Document/Package Services
		<b>Last Updated: December 30, 2008 For complete more detailed list visit GSS web</b>

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# Kids (DSCYF) Upcoming Opportunities

<http://kids.delaware.gov/>

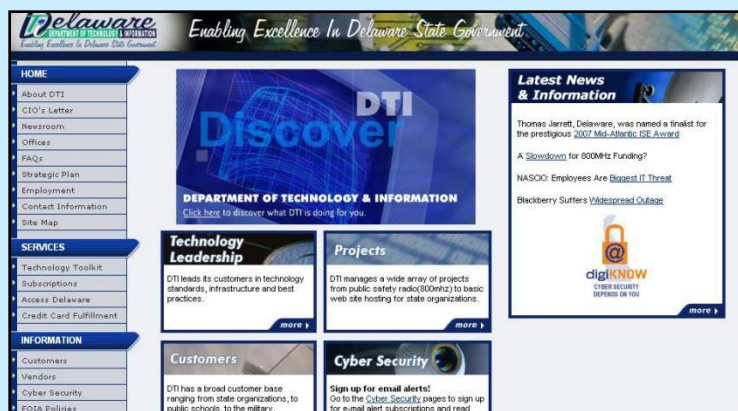
Service	Next Bid
Terry Center Bus Service	01-Jan-09
Outpatient Services	01-Jan-09
Non-Secure Detention	01-Jan-10
MST	01-Jan-10
Safe & Drug Free Schools and Communities	01-Jan-10
Outpatient Family/Sex Offender Services	01-Jan-10
Family Support Services	01-Jan-10
FACTS Maintenance	01-Jan-10
Parent Enrichment	01-Jan-10
Level IV Residential Services	01-Jan-10
Intensive Outpatient Services	01-Jan-10
Secure & Specialized Residential MH Trx Services	01-Jan-10
Residential SA Trx Services (CMH/YRS)	01-Jan-10
Foster Care Specialized Service	01-Jan-10
Substance Abuse Prevention	01-Jan-10
Foster Care Pre-placement Screening	01-Jul-10
Community Based Day Trx for Adjudicated Youth	01-Jan-11
Tobacco Use Prevention	01-Jan-11
Promoting Safe & Stable Families	01-Jan-11
CMH Transportation	01-Jan-11
FACET	01-Jan-11
CMH Psychiatric Service (inc SL & YRS)	01-Jan-11
Residential Sex Offender Treatment	01-Jan-11
Level II Probation	01-Jan-12

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# Department of Technology & Information (DTI)

<http://dti.delaware.gov/>



## Contract Vendors

**Telecommunications Voice Systems Vendors**  
 Contract #06-455-RH

[View Telecommunications Voice Systems Vendor List](#)

**Video/Audioconferencing Vendors**  
 Contract #06-450-RH

[View Audio/Video Vendor List](#)

**Technical Staffing & Services**  
 Contract #DTI-04-0087 (Contract extended through June 30, 2008)

[View RFP Terms and Conditions Details](#)

[View RFP Amendment #1](#)

[View Contract Details](#)

[View Schedule of Rates](#)

[View Vendor List](#)

## Potential Vendor Information

[Vendor Registration Packet](#)

[Vendor Registration Packet](#)

DTI-04-0087, Technical Staffing and Services  
 New Contract Vendors  
 PRICING MATRIX  
 [Effective July 1, 2004]  
 (14 pages total)

	Abator Information Services Inc.	Ajilon Consulting	Alliance Consulting Group Inc.	American Information Technology Solutions	Apex Systems Inc.	Applied Systems Analysis & Processing, Inc.
<b>Mainframe</b>						
Programmer/Analysts	50 - 75	55-60	55 - 75	55.41 to 63.72	50-60	45-84
Senior Programmer/Analysts	55 - 90	60-70	75 - 90	80.60 to 92.69	60-70	55-95
E-commerce Programmer	75 - 110	64-70	80 - 90	66.49 to 76.47	60-70	70-116
Senior E-commerce Programmer	85 - 125	70-80	80 - 100	86.64 to 99.64	70-80	85-121
System Analysts	60 - 65	56-62	55 - 75	65.49 to 75.31	45-55	60-95
Senior System Analysts	50 - 80	62-70	65 - 80	80.60 to 92.69	60-70	70-105
Project Leaders	60 - 115	68-74	65 - 75	110.82 to 127.45	65-75	70-100
Project Facilitators	65 - 95	60-65	65 - 75	65.49 to 75.31	70-80	75-100
IT Project Managers	100 - 175	74-80	80 - 100	85.64 to 87.51	75-85	80-116
Data Specialist	55 - 90	64-70	75 - 85	68.51 to 78.78	60-70	70-116
Software Specialist	90 - 120	62-68	60 - 75	56.42 to 64.88	60-70	65-110
Sr. Software Specialist	100 - 165	68-76	75 - 85	86.64 to 99.64	70-80	75-126
Database Specialists	85 - 125	66-76	70 - 80	69.82 to 80.30	70-90	65-100
Business Recovery Analysts		65-74	80 - 100	75.20 to 86.69	70-80	75-100

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# City of Wilmington

<http://www.ci.wilmington.de.us/index.htm>

- Wilmington has DBE goals

Scroll down

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<http://omwbe.delaware.gov>



# City of Wilmington

<http://wilmingtonsmbeo.webexone.com/login.asp?loc=&link>

**Member Login**

Login Name:


Password:

☐ Remember me

**Log In**

[Forgot your password?](#)  
[Login trouble?](#)

**About City of Wilmington SMDBE Office**  
<http://wilmingtonsmbeo.webexone.com>



*Minority and Small  
Business Enterprise Office*  
*Diversified Business  
Enterprises (DBE)*

City Of Wilmington, Office Of Economic Development  
 James M. Baker, Mayor

**DBE Intranet Portal**

The City of Wilmington, through its Commerce Department's Equal Opportunity Office, is dedicated to assisting disadvantaged business enterprises involved in the City's procurement process.

This DBE Portal has been provided as a means of notification to DBE's of procurement opportunities. It also will serve as a resource for DBE entities seeking DBE's participation in the procurement process, professional services and contract opportunities.

**Not a member?**

[Enter as a Guest](#)  
[Join Now](#)

- Use as prime contact resource

**City of Wilmington SMDBE Office**

You are a **guest**. ([Home](#) | [Logout](#))

City Home Page | Web Folders | Adobe Acrobat Reader | SBA | Mega BizFest

Thursday, December 11, 2008

Search:

**Office of Economic Development  
Small, Minority Business Enterprise Office  
SMBEO**



**Welcome**

*the mission of the DBE Office is to assist diverse business enterprises (DBE's) within the City's DBE Program, to become actively involved and engaged in the City's procurement process.*

**Announcements**

[Upcoming Bids & Procurement Notifications](#) (Updated on Jul 22 by Loraine Watson)

- DBE Meetings
- DBE Program
- MegaBiz Fest

**What's New?**

**Databases**

- [Prime Vendor Directory](#)

Total: **144** New: **0** Updated: **0**

[See All Databases](#)

**Calendar**

December 2008

Su	Mo	Tu	We	Th	Fr	Sa
30	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31	1	2	3
4	5	6	7	8	9	10

**City Departments**

**webex weboffice**

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# Delaware River Bay Authority

Research contract information

- ABOUT THE DRBA
- WORKING WITH THE DRBA
- ECONOMIC DEVELOPMENT
- COMMUNITY GIVING
- CAPITAL PROGRAM
- PRESS ROOM
- EMPLOYMENT OPPORTUNITIES
- CONTACT US


CONTACT US SEARCH

DELAWARE MEMORIAL BRIDGE  
 CAPE MAY-LEWES FERRY  
 DRBA AIRPORTS  
 3 PORTS FERRY CROSSING  
 DRBA POLICE



The DRBA works with a variety of contractors, consultants and suppliers on various projects for our facilities. Our procurement process is here for your review, along with an opportunity to register to be notified by mail when Requests for Proposal (RFPs) are initiated and/or construction bid opportunities are announced. Professional Services Contract Awards as well as Construction and Supply Bid Results are posted online.

[NJPDDES Highway Agency Stormwater General Permit](#)  
[Highway Agency Stormwater General Permit - Annual 2006](#)  
[DRBA DBE Program](#)



ADVERTISED SOLICITATION  
 PROCUREMENT PROCESS  
 REGISTRATION  
 KEY PROJECT STATUS

ADVERTISED SOLICITATION

Delaware R

Current Solicitations

Construction/Supply Services

Number	Title	Last Updated	Bid due	Bids
There are no solicitations in this area.				

Consultant/Professional Services

Number	Title	Last Updated	Bid due	Bids
There are no solicitations in this area.				

Past Solicitations

Construction/Supply Services

Number	Title	Last Updated	Bid due	Bids
AG-2782	<a href="#">Electronic Toll Technology and Associated Subsystem Components and Services for the Operation of an E-ZPass System</a>	03/30/08 at 18:41:48	07/18/08 at 3:30 pm	Pending
07-01	<a href="#">Aviation Fuel Farm</a>	07/02/08 at 13:53:27	03/12/08 at 11:00 am	<a href="#">View</a>
07-01	<a href="#">Airfield Lighting Generator</a>	07/02/08 at 14:02:54	01/29/08 at 11:00 am	<a href="#">View</a>

Consultant/Professional Services				
Number	Title	Last Updated	Bid due	Bids
CMLF-07-02	<a href="#">"Turn Key" Vessel Evacuation System</a>	10/30/08 at 14:54:48	08/26/08 at 11:00 am	<a href="#">View</a>
CS-07-01	<a href="#">Authority Wide Labor and Employment Legal Services</a>	10/15/07 at 11:43:31	10/05/07 at 1:00pm	<a href="#">View</a>
CS-07-01R	<a href="#">Authority-Wide Labor and Employment Legal Services</a>	07/03/08 at 12:15:26	11/20/07 at 11:00 am	<a href="#">View</a>

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# Dept of Education

**Spotlight**

See DIAA sporting events in your area!!!  
 Basketball (Boys)  
 Basketball (Girls)  
 Track (Indoor)  
 Wrestling

**What is the purpose of the Delaware Higher Education Commission?**  
 As part of the Department of Education, the Commission works to ensure that Delawareans have access to state resources for higher education ... [More >>](#)

**News**

12/15/2008  
 2009 National Asst. Principal of the Year Nominee Dr. John Demby

12/10/2008  
 35 New National Board Certified Teachers in Delaware

12/10/2008  
 ...

**Events Calendar**  
 January 2009

Su	Mo	Tu	We	Th	Fr	Sa
28	29	30	31	1	2	3
4	5	6	7	8	9	10

**Delaware Department of Education**

**Information Suites**

**Delaware DOE**

- Contact Us
- Department Information
- P-20 Council
- Regulations/Codes
- RFP and RFI
- State Board
- Workgroups
- [More >>](#)

**Students and Family**

- Adult Learners
- DIAA/Sports
- Food & Nutrition
- Higher Education
- Student Assessment
- Special Education
- [More >>](#)

<http://www.doe.k12.de.us>

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# Construction

<http://dfm.delaware.gov/>

## Facilities Management

- Carpentry, Concrete Controls
- Electric Power, Flooring, Masonry
- Mechanical, Painting, Plumbing
- Site work, Testing & Balancing
- General Contracting, Roofing

Office of Management and Budget   Division of Facilities Management	
<p><b>HOME</b>  <a href="#">About Agency</a>  <a href="#">Director's Letter</a>  <a href="#">Sections</a>  <a href="#">FAQs</a>  <a href="#">Employment</a>  <a href="#">Calendar of Events</a>  <a href="#">Related Links</a>  <a href="#">Contact Us</a>  <a href="#">Office Locations</a>  <a href="#">Agency Site Map</a></p> <p><b>SERVICES</b>  <a href="#">Architectural &amp; Engineering Services</a>  <a href="#">Construction Project Management</a>  <a href="#">Professional Services</a>  <a href="#">Environmental Services</a>  <a href="#">Pregualification</a>  <a href="#">Maintenance</a>  <a href="#">Custodial</a>  <a href="#">Grounds</a></p> <p><b>INFORMATION</b>  <a href="#">Public Notices</a>  <a href="#">Pregualification Applications</a>  <a href="#">Delaware Accessibility Standards</a>  <a href="#">Public Works Bidding Procedures</a>  <a href="#">Architectural &amp; Engineering Fee Schedule</a>  <a href="#">Underground Storage Tanks</a>  <a href="#">Legislative Mail Procedures</a>  <a href="#">Facility Design Standards</a>  <a href="#">Lease Space Procedures</a>  <a href="#">Capitol Complex Interactive Map</a></p>	<div style="text-align: right;">  </div> <h3 style="text-align: center;">DIVISION OF FACILITIES MANAGEMENT</h3> <hr/> <div style="text-align: center; background-color: #000080; color: white; padding: 5px;"> <b>Mission Statement</b> </div> <p>The division's mission is to support the activities of state government by accommodating state agencies' space needs, maintaining state facilities in good condition, and by implementing programs and initiatives to ensure each facility is energy efficient, architecturally accessible and environmentally safe. The division's mission is to also ensure that all demolition, renovation, and new construction of state buildings is completed in a timely fashion and meets the latest standards of construction technology, building and life safety codes and space standards through plan review, technical oversight and assistance.</p> <ul style="list-style-type: none"> <li>• <a href="#">800 MHz Tower Project</a></li> <li>• <a href="#">Delaware Veterans' Home Project</a></li> <li>• <a href="#">Public Notices</a></li> <li>• <a href="#">Bid Results</a></li> <li>• <a href="#">Awarded Contracts</a></li> <li>• <a href="#">Professional Services Selection Fiscal Year '05</a></li> <li>• <a href="#">Professional Services Selection Fiscal Year '06</a></li> <li>• <a href="#">Professional Services Selection Fiscal Year '07</a></li> <li>• <a href="#">Energy and Life Cycle Cost Memorandum</a></li> </ul>



# Strategies for Success

<http://dfm.delaware.gov/>

## Division of Facilities Management

- Prequalification application
- Find prime contractors

Office of Management and Budget | Division of Facilities Management

<p><b>HOME</b></p> <p><b>SERVICES</b> Annual Application</p> <p><b>INFORMATION</b> Applications Regulations Registry</p>	<p><b>PREQUALIFICATION</b></p> <p><b>Applications</b></p> <ul style="list-style-type: none"><li>• <a href="#">Annual Prequalification Application</a> Revised 10/06/05</li><li>• <a href="#">Delaware Veterans' Home Design-Build Team Prequalification Application</a></li></ul> <p><b>Regulations</b></p> <ul style="list-style-type: none"><li>• <a href="#">Regulations for the Annual Prequalification of Contractors and Subcontractors</a></li></ul> <p><b>Prequalification Registry</b></p> <ul style="list-style-type: none"><li>• <a href="#">Sorted By Contractor</a></li><li>• <a href="#">Sorted by Trade</a></li></ul> <p><b>Supplemental Prequal by Project</b></p> <ul style="list-style-type: none"><li>• <a href="#">Red Clay School District - Telegraph Road School Renovations</a></li><li>• <a href="#">Red Clay School District - Henry B. Dupont Middle School Addition &amp; Renovations</a></li></ul>
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# Strategies for Success

<http://dfm.delaware.gov/>

## Facilities Management

### **PUBLIC NOTICES**

All Ads for Bid will be in PDF file format. If you don't have a PDF plug in installed [CLICK HERE](#) to download a FREE version.

### **Ads for Bid**

Title 29, Chapter 69 of the Delaware Code requires for all public works projects whose value is estimated at greater than \$50,000 that an Advertisement for Bid be placed in a publication with statewide circulation not less than once a week for two consecutive weeks. To comply with this code requirement, the Division of Facilities Management (DFM) places its advertisements for bids in the Delaware State News. The advertisements for bids are also available online at [www.delawarereview.com](http://www.delawarereview.com). The following advertisements for bids are as they originally appeared in the Delaware State News. Any changes in the information as contained therein (e.g. the time, date or location of the bid opening) would have been made via an addendum to the contract documents and distributed to all plans holders. The DFM cannot be held liable or responsible for any information contained in these advertisements from that originally published.

- [Contract No. FX35 9923 – Governor Bacon Health Center – Water Distribution System Improvements](#)
- [Contract No. FX35 9923 – Governor Bacon Health Center – Elevated Water Storage Tank](#)
- [Contract No. FKAB 7654 – New Castle County Detention Center – HVAC Renovations](#)
- [Contract No. FY02 9869 – Jesse Cooper Building – Landscaping, Ramp and Exterior Foundation Improvements](#)
- [Contract No. FY86 9885 – Richardson and Robbins Building – Condenser Pumps Replacement](#)
- [Contract No. FY50 9888 – Highway Administration Building – HVAC Renovations](#)



# Prevailing Wage Law

- The Department of Labor establishes and enforces the payment of wage rates for laborers and mechanics employed on state-funded construction projects.
  - Prevailing rates must be paid on new construction projects costing **more than \$100,000**
  - Prevailing rates must be paid on alteration, repair, renovation, rehabilitation, demolition or reconstruction projects costing **more than \$15,000**
- The Department of Labor determines the classification of workers and the type of construction on state-funded construction projects. Wage rates are established by an annual survey conducted by the Department.

<http://www.delawareworks.com/industrialaffairs/services/LaborLawEnforcementInfo.shtml#pw1>

# Contractor Prequalification

## Large construction projects

- Letter from your bonding company
- Claims and suits
- Most recent audited financial statement and/or financial statement review
- Organizations “Z” Score  
[www.creditworthy.com/topics/zscore/html](http://www.creditworthy.com/topics/zscore/html)
  - Only those General Contractors who have been PREQUALIFIED on both an annual and supplemental basis and have been assigned a **MAXIMUM CONTRACT DOLLAR VALUE of \$400,000** (four hundred thousand dollars) or greater, may submit bids on this project. However, certain other conditions as they relate to Maximum Contract Dollar Value may apply. Please see the full text of the Prequalification Regulations on our web site at [dfm.delaware.gov/](http://dfm.delaware.gov/).

Application is listed on Facilities Management web site

<http://dfm.delaware.gov/>

# DeIDOT

[www.deldot.gov](http://www.deldot.gov)


- View plan holder list
- View upcoming projects

**HOME**  
 About DeIDOT  
 DeIDOT Secretary  
 Press Releases  
 Divisions  
 FAQs  
 Employment  
 Public Workshops  
 Related Links  
 DMV  
 DART  
 EZPass  
 Contact Information  
 Office Locations  
 Agency Site Map

**SERVICES**  
 Online Services

**INFORMATION**  
 Live Traffic  
 Interactive Traffic Maps  
 Biking in Delaware  
 Community Programs and Services  
 Doing Business Projects  
 Publications  
 Done

**Department of Transportation**  
*Carolann Wicko, Secretary*



**Interactive Traffic Maps:**  
 Travelers can now access interactive traffic maps based on Google technology highlight travel advisories, road closures or rest live traffic cameras and weather information Department of Transportation's Web www.deldot.gov. This addition to the newly mobile Web based tool for handheld devices brand new elements demonstrations of DeIDOT success in keeping it of being more accessible the residents of the s

[Press Release](#)

**Approved Product Lists**  
[Soil Retention Blanket Mulch](#)

**Auctions**  
[Real Estate Auctions](#)

**Competitive Bids**  
 Advertising/Bid Calendars  
 Construction Projects  
 Materiel/Equipment Contract  
 Construction Contractor/Vendor Registration  
 Delaware Posted Asphalt Price  
 Open Materiel and Equipment Contracts  
 Project and Payment Tracking Information

**Design Resource Center**  
[Resource Center Index](#)  
[News & Updates](#)

**External Audit**  
[Contact Directory](#)  
[Preaward Questionnaire](#)

**External Civil Rights Program**  
[Disadvantaged Business Enterprise Program](#)  
[General Notice for Subcontractors](#)

**Motor Vehicles**  
[Dealer Services](#)

**Oversize/Overweight Permits**  
[Oversize / Overweight Permit System \(OOPS\)](#)  
[OOPS F.A.Q's](#)

**Professional Services**  
[Registration Package for New Consultants](#)  
[Registration Information for Previously Registered Consultants](#)  
[Current Requests for Consulting Services](#)  
[Selection Results](#)  
[Shortlist Results](#)  
[Potential Projects for Advertisement](#)  
[Consultants Selected - Previous Years](#)  
[Contacts](#)

**Public Carrier Information**  
[General Information](#)

**Public Utilities Annual Master Franchise**  
[Master Franchise Agreement and Instructions](#)









**Subdivisions**  
[Construction Stage Fee Calculation Form](#)  
[Initial Stage Fee Calculation Form](#)  
[Plan Reviews](#)  
[Traffic Impact Studies](#)

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# DeIDOT - DBE Resources

**Doing Business With DeIDOT**  
Disadvantaged Business Enterprise Program

Bulletin Board	
The DeIDOT DBE Program Welcomes You	A Quick Start Guide to DBE Participation
 <b>Happenings</b>	 <b>Upcoming Projects</b>
 <b>DBE Resources</b>	 <b>News</b>
 <b>Survey</b>	 <b>Training</b>
 <b>Forms &amp; Applications</b>	 <b>Contacts</b>

For Bulletin Board information, questions, or comments, contact  
**Amy Miller** at 302.760-2035

[http://www.deldot.gov/information/business/dbe/bulletin\\_board.shtml](http://www.deldot.gov/information/business/dbe/bulletin_board.shtml)

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# Strategies for Success

<http://www.destatehousing.com/>

**Delaware State Housing Authority**  
*"Providing quality, affordable housing opportunities."*

**HOME**  
 About DSHA  
 Director's Letter  
 Newsroom  
 Divisions  
 Council on Housing  
 Performance  
 Measures  
 Employment  
 Public Meetings  
 Events  
 Related Links  
 Contact Information  
 Office Locations

**SERVICES**  
 for Homebuyers  
 for Developers  
 for Renters  
 for Investors  
 for Others

**INFORMATION**  
 Data & Statistics  
 Forms/Applications  
 Publications  
 RFQs, RFPs, & ITBs  
 MWB Contracting

**Services**  
**For Homebuyers**  
 DSHA is pleased to help homebuyers with a series of programs. When you're buying a home, we're here to help. Learn more on the Homebuyers Page.

**For Developers**  
 Developing or renewing property in Delaware? See available public funding, tax credits, and related services we offer to you. Learn more on the Developers Page.

**For Renters**  
 If you need to rent affordable housing in Delaware, we may have a program for you. Learn more on the Renters Page.

**For Investors**  
 Seeking investment opportunities with DSHA? Learn more on the Investors Page.

**Delaware State Housing Authority**  
*"Providing quality, affordable housing opportunity."*

**HOME**  
**SERVICES**  
**INFORMATION**  
 Data & Statistics  
 Forms/Applications  
 Publications  
 RFQs, RFPs, & ITBs  
 MWB Contracting  
 En Español

**BUSINESS OPPORTUNITIES WITH DSHA**

**Request for Quotations (RFQs)**  
 None at this time.

**Invitations to Bid (ITBs)**  
 None at this time.

**Request for Proposals (RFPs)**

- [Sewer Line Cleaning and Septage Waste Hauling](#)
- [Statewide Housing Needs Assessment Study](#)

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# Housing Authority

- DSHA's Housing Rehabilitation
- Contractors are hired directly by the homeowners that borrow funds
- Register directly with the following offices:
- Kent County- (302) 744-2489 Sussex County- (302) 855-7777 New Castle County- (302) 395-5600 City of Wilmington-(302) 576-3000



# Dept of Natural Resources & Environmental Control (DNREC) – Catering & Tent Vendors

[www.destateparks.com/events](http://www.destateparks.com/events)

**DNREC Online**  
 Division of Parks and Recreation

Places to go Things to do Things to know

Whether you are planning a casual business meeting for ten or an elegant wedding for hundreds, Delaware State Parks offer unique facilities to help you create a one-of-a-kind event. Located throughout the state, each facility is set within some of Delaware's most scenic areas. Facilities are available for a few hours or a few days, and can accommodate from ten to 150. For larger events (up to 250), tents may be used on the grounds. You can select one of our qualified caterers to enhance your special occasion. For your convenience, audio-visual equipment is available at each site.

**Plan Your Special Event or Meeting**

- Bellevue Hall
- Blue Ball Barn
- The Cauffiel House
- Mount Pleasant Meeting House and Parsonage

**Delaware State Parks Conference and Special Event Facilities**

**Bellevue Hall**  
*Historic Mansion and Gardens*  
 Bellevue State Park, Wilmington  
 (Capacity: up to 150 guests)

**Blue Ball Barn**  
*Restored Barn with Courtyard*  
 Apopocas Run State Park, Wilmington  
 (Capacity: up to 250 guests)

**The Cauffiel House**  
*Grand Country Estate House, circa 1930*  
 Bellevue State Park, Wilmington  
 (Capacity: up to 50 guests)

**Mount Pleasant Meeting House and Parsonage**

**Judge Morris Estate**

**Grass Dale Center**

**The Biden Center**

**Indian River Life-Saving Station**

**Catering Your Event**

**Tent Vendors**

**Facility Locator**  
 Map 29.5 K

*This page last updated 04/13/2007 10:59:20*

*Historic Church and Home with Parlor, circa 1838*  
 Bellevue State Park, Wilmington  
 (Capacity: 120 guests)

**Judge Morris Estate**  
*Historic Farmhouse, circa 1930*  
 White Clay Creek State Park  
 (Capacity: 49 guests)

**Grass Dale Center**  
*Tranquil Meeting and Training Facility*  
 Fort DuPont State Park, near Delaware City  
 (Capacity: 50 guests)

**The Biden Center**  
*Quiet Conference Facility on the Ocean*  
 Cape Henlopen State Park  
 (Capacity: 80/100 guests)

**Catering Your Event**

Information For Caterers

**Statewide Caterers**

**Approved For:**

**Bellevue State Park**

- Bellevue Hall
- Cauffiel House
- Figure 8 Barn

**Brandywine Creek State Park**

- Nature Center

**White Clay Creek State Park**

- Judge Morris Estate

**Bachetti Brothers Market & Catering**  
 4723 Kirkwood Highway (Midway Plaza)  
 Wilmington, DE 19808  
 (302) 994-4467

**Becket & Burke**  
 45 Germany Drive  
 Wilmington, DE 19805  
 (302) 888-1934

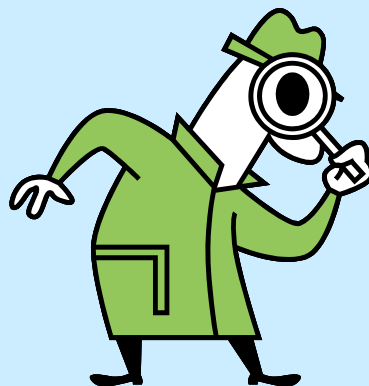
**Tent Vendors for Delaware State Parks**

**Tent Vendors**

**Action Special Events**  
 8-B Mill Park Court  
 Newark, DE 19713  
 (302) 366-0749

**Diamond State Party Rental**  
 53 Germay Drive  
 Wilmington, DE 19804  
 (302) 777-6677

# Examples of Department Products & Services



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<http://omwbe.delaware.gov>

# Government Support Services – Central Contracting <http://gss.omb.delaware.gov/>

Advertising	Bread and Bread Products	Glass Repair & Replacement	Digital Press for Color and Black & White Publishing	Night Vision Monoculars	Fuel Management	Janitorial Services - Facilities
Ammunition & Targets	Bulk Rock/Solar Salt	Commodity Processing Chicken	Network Hardware	Envelopes	Furniture	Milk & Milk Products
Armored Car Services	Bulk Salt Management	Credit Card Services	Document & Package Services	Equine Drug Testing Services	Gasoline	Network Services
Auctioneer's Services	Business Cards	Computer Paper	Dry Cleaning and Laundry Service	Exterminating	Collision Repair Services	Janitorial & Cafeteria Supplies
Audio, Video, Web Conferencing Services & Equipment	Cargo Trailers	Computer Hardware, Peripherals & Accessories	Dump Truck - DNREC	Fasteners	Hand Tools	Kitchen Chemicals
Audio-Visual Equipment	Carpet	Copiers	Electric Forklift - Food Distribution	Fax Machines	Hazardous Substance Release Sites	Lab & Compressed Gases
Auto Parts & Batteries	Cellular Phones	Courier Services	Electrical Supplies, Lamps and Ballasts	Field Service Maintenance	Highway Safety Flares	Laboratory Supplies
Automatic External Defibrillators	Classroom Teaching Supplies and Art Paper	Commodity Processing Frozen Ground Beef	Elevator and Escalator Inspections	Filming, Processing & Microfilm Services	HVAC Air Filters	Laundry Supplies
Biodiesel - B20 Fuel	Clothing, Linen, Textiles, Footwear and Scrubs	Cyber Security & Disaster Recovery Staffing Services	Elevator Preventative Maintenance	Fire Alarm & Sprinkler Inspection & Testing	Ice Cream	Lawn Cutting

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# Government Support Services – Central Contracting

<http://gss.omb.delaware.gov/>

Master Municipal Lease Purchase Agreement	Paper - Multipurpose Copy	Publishing and Printing Supplies	Stenographic Services	Trucks and Vans	Design Layout Services
Motor Oil, Re Refined Motor Oil, Lubricants, & Anti-Freeze	Paper - Specialty Printing	Remanufactured Toner Cartridges (Set Aside)	Trash Can Liners	Ultra Low Sulfur Diesel	Coffee and Tea
No. 2 Fuel Oil and Low Sulfur Diesel	Photograph Film and Projection Lamps	Rubber Stamps (Set Aside)	Telecommunication Cabling	Vehicle Tracking System	Bottled Spring Water
Office Paper Recycling	Plumbing Supplies	Security Officer Services - Armed	Telecommunication Voice Systems	Vehicle Transmission Repairs	Paint, Supplies & Ladders
Office Supplies	Police Pursuit Vehicles	Security Officer Services - Unarmed	Temporary Employment Services (Partial Set Aside)	Water Treatment	Professional Moving
Offsite Data Storage	Portable Toilets	Sedan and Mini-Vans	Tires & Tubes	Magazine Subscriptions	Snow & Ice Removal
Outsourced Printing	Pre Sort Mail Service	Service Awards	Towing	Internet Service Provider	Trash Removal (DNREC)
Packaged Food	Preventative Maintenance and Service - Chillers	Statewide Emergency Notification System	Storage Boxes - Acid Free, Double Walled and Destruction Storage Boxes	Fleet Maintenance & Repair	Fire Alarm & Sprinkler Inspection & Testing
Paging Service	Process Serving – Family Court	Software	Trash Collection	Emergency Standby Materials & Services	

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# Department of Health & Social Services

<http://www.dhss.delaware.gov/dhss/>

Complete list posted on OMWBE web site - FAQ

Community Resource & Asst. Services	Community Food	Family Support Spec.	Personal Attendant	Therapies	Adolescent Health Survey Research
ADM-Fair Hearing Services	Community Services	Family Visitation	Personal Care	Vocational Habilitation	Nutrition
ADM-Fair Hearing Services	Computer Software	Hispanic Council	Prevention	Weatherization Assistance	Hispanic Outreach
ADM-Health Benefits Manager	Computer System Enhancements	Maintenance Agreements	Professional Health	Emergency Housing Assistance Funds	Legal Services
ADM-Managed Care Organization	Day Habilitation	Management Consulting	Administration coordination Ser for Del Cancer Consortium	24 hr on-site supervised apartment ser to statewide CMHC	Translation
ADM-Managed Care Organization	Dietary	Medical/Dental	Residential	teen pregnancy STD/HIV Prevention Models	Adult Alcohol & Drug Abuse
ADM-Staff Training	Emer/Transitional Shelters	MED-Surgical Services	Respite	Abatement of Lead Based Paint	Life Mgmt Skills
Adult Day Care	Employment	Outpatient		Academic Skills, Enhancement&	Psychiatric
Commission Staffing	Energy Services	Part H Services	Senior Companion Program		

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# Department of Health & Social Services

<http://www.dhss.delaware.gov/dhss/>

Complete list posted on OMWBE web site - FAQ

CMH Lead Psychiatrist	Conduct Automated Systems Planning Activities	Adolescent Pregnancy Prevention	Diabetes Community Screenings	Education & Referral System	Delaware Transitional Work Program
Com Based Services	Conduct NeedsAsses/School-baseHealthSvc/3PubH S in DE	Continuous Treatment Team	Data Collection and Analysis	Lead Hazard Prevention Education & Outreach	Dental Hygienists
Comm-Base Svc for Adult Citizens & Adult Spec Population Program	Radon Outreach through Teacher Training Workshops	Contractor for License Suspension & Denial Project	Data Dictionary	DE Managed Health Care Plan	Welfare Program Management
Community Based Day Services	Needs Assessment	Cost Analysis-Laundry	Data Network	Electronic Reporting and Surveillance System	Employment Connections b)keep a job
Community outreach for tobacco prevention and control programs	Market Research Survey	Courier Service	Data Processing	Del Energy Assistance	Stay in School; Return to School
Cultural Diversity Training	Congregate Meals Program	Court Service of Process	Day & Residential Services	Del Nutrition Education Program	Determine the Statistic Validity of Radon Data
Comprehensive Energy Efficiency and Support Services Program	Consultant for Health Delaware 2010	Cultural Diversity Needs Assessment/Indoor Radon Awareness	Day Prog Svc/Sr. Adults	Train-& Outreach	Detoxification Program
Compulsive Gambling Awareness Education	Program &Welfare Reform	DACSES Database conversion project	Day Services	Welfare Reform Program	

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# Department of Health & Social Services

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Complete list posted on OMWBE web site - FAQ

	Development and Implementation of Media Plan	Doctor Office Outreach Radon Awareness	Early Intervention Bilingual Speech Language Pathology Services	Electronic Vital Records System (EVRS)	Employment & Soc Ser to Del Refugee Clients
WIC Client Survey	Development of Comprehensive 5 year strategic plan	Documented Image Mgmt	Early Intervention Nursing Services	Transitional Housing	Employment connection services
Implement Radon Awareness	Development of the DEL Elect Report & Surveillance System	DPC Dietary Services and DHSS Employee Cafeteria	Early Intervention Nursing Assessment	Emerge Housing Assistance Fund (EHAF)	Employment Services
Healthcare Provider Network,Bill Payment&Data System	Development of Unit Rate Methodology	Drug Court Diversion Program	Memory & Magnetic Stripe Card Planning Application	Emergency medical services for children grant support	Energy Audit & Quality Control
Immigration record cards	Consolidated Media Plan	Drug Abuse Treatment	Mental health outreach	Emergency System	Engineering
Random Risk Asses & Response Strategy	Developmental Services for Child Development Watch	Durable Medical	Elder Abuse Video	Emergency Transitional Housing Site Operations	Enhanced HIV Outreach
Screening Programs Prevent Diseases	Dietician Consultation Services	Develop & Implement Older Women Health Issues	Elder Mental health Outreach	Emergency Transitional Housing Shelter	Automatic License System
Produce Video Production	Disability Work Program	Early Intervention Nursing Services	Eldercare	Client Services Delivery System	HIV Counseling &Testing

2/20/2009

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# Department of Health & Social Services

<http://www.dhss.delaware.gov/dhss/>

Complete list posted on OMWBE web site - FAQ

Epidemiologic management & Plan support for Del Cancer	Evaluation of HIV Counseling and testing Program	Meat/Cheese Poultry & Fish	Evaluation of Cancer Prevention and Control Programs	Lawn Maintenance Service	Beauty Supplies
Support statewide Mammography Register	Evaluation of Tobacco Prevention & Education Programs	Development & Implementation o a Health Care Assessment & Credit	Transportation Services	Smoking Cessation Services	Condoms
School-based HealthCtrs-Adol/3Pub HS in DE	Evaluation Services	DNA Analysis of Felon Blood Specimens	Disability Work Program	Cookies & Crackers	Lotion Soaps & Dispensers
Establish and Support a Statewide AAPP	Evidenced-based Abstinence Education	Electronic Benefits Transfer System	Eggs	Hazardous Waste Removal	Personal Care Products
School-based health claims	Healthy Children Marketing Campaign	Early Childhood Education Services	Special Diet Foods	Mattresses	Speech Therapy
Nutrition Education Program	Day/or Residential Services	Actuarial Consulting Services	Occupational Therapy	Speech & Language Evaluations	Telephone Services
Evaluate Employ & Train	Paternity testing	Evaluate of HIV Prevention Services	Temporary Nursing Services	Supervised Apartments	Speech Therapy

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# Department of Corrections

<http://doc.delaware.gov/>

Body Armor	Coffee - Spray Dried Instant	DACS	Substance Abuse Treatment Services
Employee Drug Testing (CDL's)	Fabric - Twill, Various Colors	Fabric - t-130 Muslin	Kitchen Smallware
Fire Alarm Inspection & Testing	Fire Sprinkler Inspection & Testing	Frozen Liquid Eggs	Sex Offender Consultation - Community Counseling
Frozen Vegetables	GPS Equipment & Maintenance	Ice Machine & Refrigeration P/M & Repair	Produce
Inmate Health Care	Inmate Prescriptions	Inmate Urinalysis Testing	Meat, Cheese, Fish & Poultry
Kitchen Equipment P/M & Repair	Mattresses		

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# Kids (DSCYF)

<http://kids.delaware.gov/>

Accreditation	Child Care Licensing	Day Treatment, MH	Fire Marshal	Inpatient Hospital, MH	Part-Day Treatment, SA
Adjunctive Services	Clinical Monitoring	Day Treatment, SA	Foster Care	Intensive Outpatient, MH	Pharmaceutical Services
Adoption Exchange	Computer Services	Education, Life Skills	Foster Care - Specialized	Janitorial Services	Physician
Adoption Groups	Consultant Services	Education, Special	Hair Care	Laboratory Services	Probation/Aftercare Rehabilitation
Adoption Recruitment	Counseling, Delinquency Prevention	Evaluation, Diagnostic	Home Services - Electronic Monitoring	Legal Services	Psychiatry
Adoption, Special Needs	Crisis Bed MH	Evaluation, Medical/Therapeutic	Home Services - General	Medical Nursing	Psycho-social Family Assessment
Adoption, Step Parent/Relative	Crisis Intervention MH	Family Preservation Services	ICT - Residential	Outpatient Services, MH	
Assessment, I & A	Crisis Intervention MH - Trauma	Family Support Counseling	Independent Living Services	Parent Aide Services	

2/20/2009

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# Kids (DSCYF)

<http://kids.delaware.gov/>

Residential - Nonsecure Detention	Residential Group Care - DFS	Residential Treatment - General	Substance Abuse Evaluation	Therapeutic Respite	
Residential - Secure Rehabilitation	Residential Outdoor - Boot Camp	Shelter Services	Supportive Rehab Level 2	Therapy - Occupational	
Training	Translation	Transportation	X-Ray	Parent Education	
Individualized Residential Treatment	Family Support Groups	Day Hospital, MH	Case Management		

# Data Services K-12

## Annual Supply Contracts

Athletic Supplies	Classroom/Art – Art Supplies	Classroom/Art – Art & Craft Supplies	Classroom/Art – Paper Supplies	Classroom/Art – Teaching Supplies	Custodial Supplies
Family & Consumer Science Supplies	General Science Supplies	Health	Physical Education Supplies	Special Science Supplies	Teaching Manipulative Supplies
Technology Education – Graphic Arts	Technology Education – Hardware & Fasteners	Technology Education – Materials	Technology Education – Special Disciplines	Technology Education – Tools	

## Annual Renewal Contracts

Athletic Equipment Reconditioning	Automotive/School Bus Parts	Behavioral Specialist	Carpet	Food Service – Prime Vendor Contract	Food Service – Produce
Food Service – Milk & Juice	Speech/Language Therapy	Student Pictures	Vinyl Floor Installation & Repair	Window Shade/Vertical Blinds	Yearbook Publications

[www.dataservice.org](http://www.dataservice.org)

2/20/2009

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<http://omwbe.delaware.gov>

# DelDOT Suppliers & Contractors

[www.deldot.gov](http://www.deldot.gov)

HIGHWAY CONSTRUCTION	SIGNAL CABLE	PLASTIC INSULATED SIGNAL DETECTOR CABLE	TRAFFIC SIGNAL LAMPS	STAINLESS STEEL PEDESTALS	STEEL DELINEATOR POST
BRIDGE CONSTRUCTION	RECONDITIONED USED ALUMINUM SIGN BLANKS	PREFORMED PAVEMENT MARKING MATERIAL	OPTICALLY CONTROLLED PREEMPTION DEVICES	STREET BLADE EXTRUSION	INTERSECTION MANAGEMENT SYSTEM
BUILDING CONSTRUCTION	GALVANIZED STEEL MAST/MAST ARMS	STEEL SIGN POSTSS	TRAFFIC SURVEILLANCE EQUIPMENT	TRAFFIC CONTROL DEVICES	VIDEOLOG
PHOTOLOG PROJECTOR	SIGNAL SYSTEM CONTROL EQUIPMENT	WEIGH-IN-MOTION SCALES	UNINTERRUPTED POWER SYSTEMS	STREET SIGN HARDWARE	TRANSFORMER BASES
TRAFFIC COUNTER	FLOODLIGHT LUMINARES	PEDESTRIAN SIGNAL UNITS	COLOR PROJECTION SYSTEM	TRAFFIC SIGNAL CONTROL CABINETS	PASSENGER CAR
MULTI-DIAL CONTROLLERS	REFLECTIVE SHEETING	LOOP DETECTOR AMPLIFIERS	PLASTIC COMMUNICATION CABLE	DISPOSAL OF USED TRAFFIC SIGNAL CONTROLLERS	STATION WAGON
TRAFFIC SIGNAL HEADS	STEEL MOUNTING STANDARDS	GALVANIZED STEEL SECTIONAL SIGN POSTS	PORTABLE TRAFFIC SIGNAL	TRAFFIC DATA COLLECTION EQUIPMENT	PASSENGER VAN
TRAFFIC PAINT	MESSENGER WIRE	GALVANIZED TELESCOPING STEEL SIGN POSTS	STAINLESS STEEL POLES WITH MAST ARMS	PEDESTRIAN SIGNAL HEADS	CARGO VAN
GLASS BEADS	ALUMINUM SHEET	RAISED/RECESSED PAVEMENT MARKERS	STAINLESS STEEL LIGHTING POLES	LIGHT POLE STANDARDS	PASSENGER BUS

2/20/2009

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<http://omwbe.delaware.gov>

# DelDOT Suppliers & Contractors

[www.deldot.gov](http://www.deldot.gov)

PICKUP TRUCK	GUARDRAIL REPAIR TRUCK	ASPHALT TANK	STUMP CHIPPER	TRACTOR/MOWER	GRADALL/EXCAVATOR
CREW CAB PICKUP TRUCK	SURVEY VEHICLE	POT HOLE PATCHING UNIT	TREE SPADE	LAWN TRACTOR AND MOWER	ROLLER/COMPACTOR
ON/OFF ROAD VEHICLE 4 X 4	SEWER CLEANER	INFRARED ASPHALT HEATER	HYDROSEEDER	BRUSH CUTTER BOOM TYPE	TRACTOR BROOM
DUMP TRUCK	STREET SWEEPER	CONCRETE SAW	TRIMMER	BULLDOZER	FORK LIFT
TRUCK CHASSIS	STEAM CLEANER	PAVEMENT BREAKER	WEED EATER	GRADER	TAMPER
WATER TANK TRUCK	PRESSURE WASHER	CRACK SEALING EQUIPMENT	SPRAYER	CRANE	HYDRAULIC CONTROLLED EARTH BORING MACHINE
AERIAL LIFT TRUCK	CHIP/STONE SPREADER	PULVERIZER MIXER	CHAIN SAW	FRONT END LOADER	DEEP BORING MACHINE
ROLLBACK BODY TRUCK	ASPHALT DISTRIBUTOR	PAVEMENT RECYCLER	TRACTOR	BACKHOE/LOADER	ROAD ROUGHNESS MACHINE
WRECKER	ASPHALT PAVER	BRUSH CHIPPER	MOWER	SELF-PROPELLED BELT LOADER	GENERATOR

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# DeIDOT Suppliers & Contractors

[www.deldot.gov](http://www.deldot.gov)

AIR COMPRESSOR	TAILGATE SPREADER	BITUMINOUS PATCHING MATERIAL (HOT-MIX)	GUARDRAIL COMPONENTS	GROWTH REGULATOR	SALE OF WASTE OIL
POST DRIVER	HOPPER SPREADER	CALCIUM CHLORIDE	TREATED LUMBER	MOWER BLADES	BARRICADES AND LIGHT
PUMPS	PLATFORM SCALES	SODIUM CHLORIDE	SNOW FENCE/POSTS	GRADER/SNOW PLOW BLADE	EQUIPMENT RENTAL
WELDER	STATIC SCALES	FINE AGGREGATE	WIRE ROPE	SNOW PLOW, SANDER & HOPPER REPLACEMENT	SNOW REMOVAL
STANDBY POWER PLANT	INERTIAL BARRIER	COARSE AGGREGATE	INVERTED EMULSION MIX	FUEL STORAGE TANKS AND PUMPS	MOWING
WASTE COMPACTOR	ASPHALT	PORTLAND CEMENT TRANSIT MIX	HARDWOOD BARK MULCH	STEEL SHEET PILES	APPLICATION OF PESTICIDES
ARROW BOARDS	ASPHALT VULCANIZED RUBBER	CORRUGATED METAL PIPE	WOOD CELULOSE FIBER MULCH	UNIFORMS	NUCLEAR MOISTURE DENSITY UNITS
SNOW PLOW	BITUMINOUS COLD-MIX (PERMA PATCH)	SPECTROMETER	PESTICIDES	POLYETHYLENE BAGS	REINFORCED CONCRETE PIPE
SNOW BLOWER	BITUMINOUS PATCHING MATERIAL (COLD-MIX)	CATCH BASIN GRATES – CAST AND FABRICATED	PLANT MATERIAL	ASBESTOS ABATEMENT REMOVAL	CENTRIFUGE EQUIPMENT

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# DelDOT Suppliers & Contractors

[www.deldot.gov](http://www.deldot.gov)

METHYLENE CHLORIDE	BOND PAPER- XEROX BLUE PRINT	INSURANCE	TOLL TOWER	MAINTENANCE OF TOLL EQUIPMENT	SAFETY/EMER GENCY EQUIPMENT
FUME HOOD W/BASE	PRINTING	TOLL BARRIER TREADLES	TOLL EQUIPMENT	TRAFFIC MANAGEMENT DEVICES	BRIDGE MAINTENANCE EQUIPMENT
ATOMIC ABSORPTION SPECTROPHOTOMETER	TYPEWRITER MAINTENANCE	TOLL BOOTHS	ARMORED CAR SERVICE	BRIDGE INSPECTION EQUIPMENT	PARALLELOGR AM LIFTS
INFRARED SPECTROMETER	SUPPORTIVE SERVICES	COIN COUNTERS	AUTO, TRUCK AND TRACTOR REPAIR REPLACEMENT PARTS	FIELD TESTING EQUIPMENT	MOBILE & FOUR POST LIFTS
WATER AND COMPRESSED AIR DISTRIBUTION SYSTEM	BUILDING SUPPLIES	AVIATION EDUCATION EQIPMENT	PLOW, SANDER AND HOPPER REPLACEMENT PART	POTHOLE PATCHER	MOBILE & FOUR POST LIFTS
GAS CHROMATOGRAPH SYSTEM	CONCRETE BUMPER	FUEL PUMP/TANK	MOTOR FUEL STORAGE AND DISTRIBUTION SYSTEM	ENVIRONMENTA L TESTING EQUIPMENT	TRAFFIC COUNTS
TRAFFIC COUNTS	CORRUGATED POLYETHYLENE PIPE	PRE-FAB OR PRE- ENGINEERED BUILDINGS	FIBER OPTICS	MARINE REPAIR/DRY DOCKING	
SURVEY EQUIPMENT	BUS SHELTERS	MOTOR FUEL STORAGE TANK	HYDRAULIC COMPRESSION TESTING MACHINE	MOTOR FUEL TAX FORMS	CORRUGATED POLYETHYLEN E PIPE

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# DeIDOT Consultant Services

[www.deldot.gov](http://www.deldot.gov)

Soil Engrg. And Geologic Studies	Transit Design	Aviation Design	Land Surveying	Architecture
Landscape Architecture	Materials Inspection and Testing	Environmental Studies	Highway Planning	Rail Planning
Aviation Planning	Management Studies (Technical and Organizational)	Public Involvement (Marketing, Advertising, and Public Relations)	Construction Services	Traffic Engineering
Highway Design	Structure Design	Local Road and Street Design		

# Delaware Economic Development Office (DEDO)

<http://dedo.delaware.gov/links.shtml>

## Types of under threshold purchases

Certified ACT! consultant	Advertising agencies	“Main Street” program consultant	Strategic planning facilitator consultant	International Mail Service
HR/Organizational assessment facilitator	Small construction/bldg. repair	Carpet vendor	Shuttle services	

# Dept Safety & Homeland Security

<http://dshs.delaware.gov/>

## Examples of under threshold purchases

Depot support for microwave networks	Supplies/displays that are copy righted	GPS tracking devices for police vehicles	Break line repairs	Purchase of canine officers	Entry level trooper examinations
"Hot Dog" monitoring system for K-9 vehicles	Software programming for proprietary software	Aircraft fuel at the airports that service our state police aircraft	Surveillance and special purpose equipment	Forensic Recovery of Evidence Device	Catering
Training requiring certification for teaching classes such as the FEMA USAR Structural Collapse course	"Equipment parts – non vehicular", for the sound system Paging system, parts for AMDT repairs, and "Burglar, Fire, & access control" where each system would require parts from a particular manufacturer of the equipment being worked on				

# University of Delaware

<http://www.udel.edu/procurement/>

Painters	General Contractors	Electricians	Paving/Asphalt	Masonry
Window Cleaners	Carpet	Landscapers	Electrical	Electric motors
Safety glasses	salt pellets	Water Softener	Plumbing	HVAC
Landscape tractors	Vehicles	Engineering	Architectural Designers	Irrigation equipment Tractors
Tractors	Feed	Portable toilets	Parking lot portable lighting	Printing
Athletic equipment	Fitness equipment	Furniture	Bus repairs	Bus washing/cleaning
Audio visual equipment	Appliances e.g. refrigerators, stoves for residence halls	Custodial uniforms	Temporary Services for office, custodial and accounting work	Microscopes
Window treatments	Web Designers	Tent Rentals	Signs	Musical Instruments
Florists	Movers	Autoclaves	Centrifuges	Spectrometers

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# Dept of Natural Resources & Environmental Control (DNREC)

<http://www.dnrec.delaware.gov/>

Examples of under threshold purchases

Park amenities - boats, benches , grills and campfire rings	Fire extinguisher service	HVAC contractors	Lumber and building materials	Dry wallers
Janitorial services	Catering	Painters	Roofers	
Playground supplies and surfacing	Landscape products and services	Arborists	Arts and craft supplies and services	

Anything over \$2,500 not on State contract  
DNREC will solicit 3 vendors

# Small Business Resources

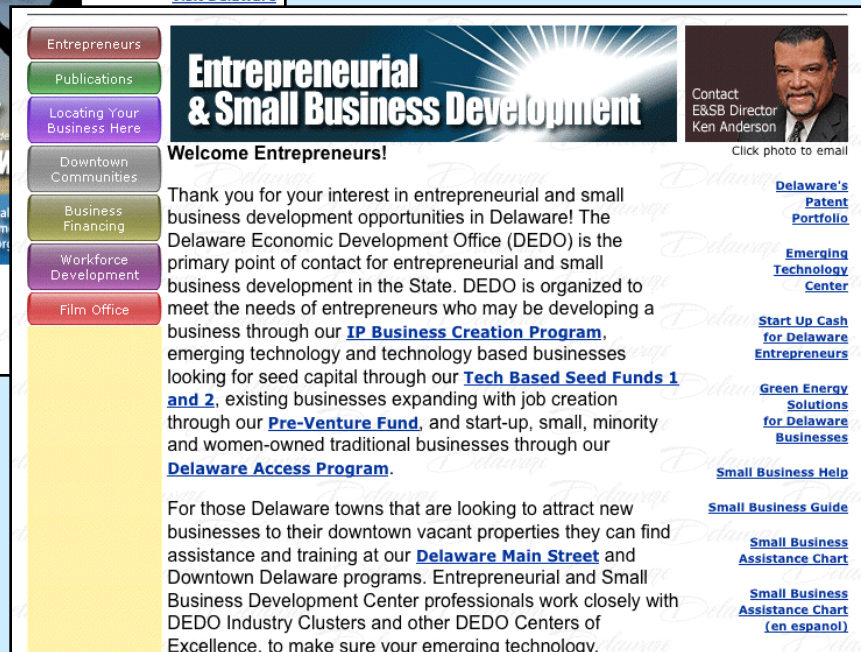


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# Delaware Economic Development Office (DEDO)

<http://dedo.delaware.gov/>



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# Delaware Economic Development Office (DEDO) – Financing

- [Delaware Competitiveness Fund](#) - For manufacturers to make capital investments to preserve and expand productivity, competitiveness and jobs at existing Delaware plant sites.
- [Delaware Strategic Fund](#) - Our primary funding source to provide customized financial assistance in the form of low interest loans, grants, or other creative instruments.
- [Citizens Bank of Delaware's Matching Loan Partnership Program](#) - A first-of-its-kind, low-interest business loan program.
- [Tax-Exempt Bond Financing](#) - Financing through the issuance of tax-exempt bonds available to certain entities exempt from federal income taxation.
- [Emerging Technology Funds](#) - For tech-based entrepreneurs seeking debt or equity funding.
- [The Delaware Access Program](#) - Encourages Delaware banks to make loans they would otherwise not make due to a borrowers riskier profile.
- [The Clean Energy Partnership](#) - A grant program that supports work and research at the University of Delaware and Delaware State University to build a nationally recognized Clean Energy Center

# Business Support Resources

<b>DEDO - <a href="http://www.dedo.delaware.gov">www.dedo.delaware.gov</a></b> <b>(302)739-4271</b>	<b>First State Community Loan Fund</b> <b><a href="http://www.firststateloan.org">www.firststateloan.org</a> (302)652-6774</b>
<b>Small Business Development Center</b> <b><a href="http://www.delawaresbdc.org">www.delawaresbdc.org</a> (302)831-1555</b>	<b>Nonprofit Community Resource Center 302.573.4475</b> <b><a href="http://www.udel.edu/ncrc">www.udel.edu/ncrc</a></b>
<b>YWCA Center for Entrepreneurship</b> <b><a href="http://www.ywcade.org">www.ywcade.org</a> (302)224-4060</b>	<b>Prevailing Wage</b> <b><a href="http://www.delawareworks.com/industrialaffairs/services/LaborLawEnforcementInfo.shtml#pw1">http://www.delawareworks.com/industrialaffairs/services/LaborLawEnforcementInfo.shtml#pw1</a></b>
<b>U.S. Small Business Administration</b> <b><a href="http://www.sba.gov">www.sba.gov</a> (302)573-6552</b>	<b>Division of Professional Regulation (302)744-4500</b> <b><a href="http://www.dpr.delaware.gov/">http://www.dpr.delaware.gov/</a></b>
<b>SCORE <a href="http://www.scoredelaware.org">www.scoredelaware.org</a></b> <b>(302)573-6552</b>	<b>Business license <a href="http://revenue.delaware.gov/">http://revenue.delaware.gov/</a></b> <b>(302)577-8778</b>
<b>Delaware Center for Enterprise Development</b> <b><a href="http://www.desu.edu/dced/">http://www.desu.edu/dced/</a> (302)857-6954</b>	<b>Grant Information <a href="http://www.grants.gov">www.grants.gov</a></b>
<b>Department of Labor (302)761-8084</b> <b><a href="http://www.delawareworks.com">www.delawareworks.com</a></b>	<b>Grant Information <a href="http://www.foundationcenter.org">www.foundationcenter.org</a></b>
<b>U.S. Women's Chamber of Commerce</b> <b><a href="http://www.uswcc.org/">http://www.uswcc.org/</a></b>	<b>National Black Chamber of Commerce -</b> <b><a href="http://www.nationalbcc.org">www.nationalbcc.org</a></b>
<b>Minority Business Development Agency</b> <b><a href="http://www.mbdagov/">http://www.mbdagov/</a></b>	<b>United States Hispanic Chamber of Commerce -</b> <b><a href="http://www.ushcc.com">www.ushcc.com</a></b>
<b>Indo American Chamber of Commerce</b> <b><a href="http://www.iaccindia.com">www.iaccindia.com</a></b>	<b>Asian American Chamber - <a href="http://www.uspaacc.com">www.uspaacc.com</a></b>



# Small Business Agencies

Posted on OMWBE web site

Type of Assistance	Referral Partner	Contact Information
Start up or existing business: Loan guarantees for non & for profits/504's/micro loans; certification for Federal procurement contracts	Small Business Administration	<a href="http://www.sba.gov">www.sba.gov</a> 302.573.6294
Training and development Minority owned, women owned small businesses; disadvantaged businesses	First State Community Action Agency	<a href="http://www.firststatecaa.org">www.firststatecaa.org</a> 302.856.7761
Start up or existing business: Refer to commercial banking; workshops/seminars for start-up and existing business	Small Business Development Corp. (SBDC)	<a href="http://www.delawaresbdc.org">www.delawaresbdc.org</a> 302.831.1555
Small business Micro-enterprise loan program, training partner with Delaware Tech for small business; offer training for procurement certification	City of Wilm. Economic Dev.	<a href="http://www.ci.wilmington.de.us">www.ci.wilmington.de.us</a> 302.576.2120
Companies must relocate or reside in Delaware: Loans-demo & commercial : investment funding of equity funding, long-term debts with royalty payback, or convertible debentures	Delaware Innovative Fund	<a href="http://www.difonline.com">www.difonline.com</a> 302.777.1616
Existing DE or relocating businesses or referrals: Loans, consultations, SBIR bridge grants	DEDO	<a href="http://www.state.de.us/dedo">www.state.de.us/dedo</a> 302.739.4271
Any commercial, industrial, or ag DE business/working capital-fixed assets Referred to commercial banking	Delaware Access/DEDO/Financial Institutions	<a href="http://www.state.de.us/dedo">www.state.de.us/dedo</a> 302. 739.4271
Small to medium size business Industrial Revenue Bond (IRB),manufacturing-first-time farmers (501-c-3's)	DEDO	<a href="http://www.state.de.us/dedo">www.state.de.us/dedo</a> 302-739.4271
Small business loans; Most Delaware based businesses: Lending for companies turned down by banks: Workshops/seminars Business Growth Fund; Direct loans-\$2,000 to \$50,000	First State Community Loan Fund	<a href="http://www.firststateloan.org">www.firststateloan.org</a> 302.652.6774
Small Business start-up and existing Counseling, workshops/seminars	SCORE	<a href="http://www.scoredelaware.org">www.scoredelaware.org</a> 302.573.6552
Start-ups and existing: Workshops/seminars/financial management/business planning Micro enterprise loan program up to \$1,500 in the form of a cash match.	YWCA	<a href="http://www.ywcanecc.org">www.ywcanecc.org</a> 302. 658.7161

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# Professional Organizations

- National Association of Women Business Owners (NAWBO)
  - <http://www.nawbodelaware.org/>
- Contracting Associations
  - Delaware Contractor Association (DCA) <http://www.e-dca.org/>
    - Plan Room and Events
  - Associated Builders and Contractors (ABC)
    - <http://www.abcdelaware.com>
- Delaware Workforce Investment Board
  - <http://www.delawareworks.com/wib/index.shtml>
- State Training Advisory Network Delaware (STAND)
  - <http://www.delawarepersonnel.com/training/stand/>

# Questions

## Thank You

Office of Minority and Women Business Enterprise (OMWBE)

Haslet Armory

122 William Penn Street

Dover, DE 19901

Telephone: (302)672-5192 Fax: (302)739-1965